CHANGE SERVICE REQUESTED

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Lowering Storage Costs

Boost Storage Power & Efficiency—Without Busting The Budget

by Elizabeth Millard

WITH AN INCREASING amount of data and applications that need storage, and regulatory compliance to consider, it's not always easy to stay on budget. However, there are some ways to gain more cost efficiency by either using existing equipment or integrating new key hardware and software into an environment. Here is a trio of tips for boosting storage power without breaking the bank.

Bring In Help

Although it might seem a bit counterproductive to lower costs by bringing in IT consultants, it may save money in the long run by giving a company a storage roadmap they can use for hardware purchasing, software upgrades, and security implementations.

Outside help doesn't even need to be in the consultant realm either. Some companies bring in a number of vendors to have them go over a system and make recommendations. This approach may take more time and tie up some IT resources through multiple meetings and a few sales pitches, but it can give an IT department a good grasp of where they can gain efficiencies.

"Vendors are usually well aware that customers don't want to get locked into a proprietary system," says Ken Steinhardt, EMC's director of technology analysis. "Good reps will work with a small to midsized enterprise on creating efficiencies within a multivendor environment with-



input from data recovery companies, he adds. Many firms can work with SMEs on storage issues, such as offsite backup, email-only recovery, or inexpensive remote recovery, and have a number of partnerships with other vendors that can be beneficial in coming up with new approaches to an SME's storage plan.

Tier Your Own Storage

The hottest trend in storage is information lifecycle management, in which data is assigned a value and routed to different storage media. The less important data Go to Page 10, Column 1

Make The Move To Cable Broadband

Your Local Cable Company Could Be Your Next ISP

by Will Kelly

CABLE BROADBAND could be the next Internet connectivity option for your small to midsized enterprise, even though your local cable provider hasn't made your short list as a potential ISP because of negative consumer experiences. However, the SME focus of cable broadband ISP business units targeting corporate business could offer you a receptive ISP and access to a number of other services beyond Internet connectivity.

The Yankee Group report "Priorities Shift as Broadband Prices Fall" cites that SMEs' average retention rate for service providers is approximately one and a half to two years, and cable modem provider retention rate averages 1.59 years. This means despite the changes in the market, your organization is probably contemplating switching broadband ISPs as a mid- to long-term plan.

It took cable broadband Internet access until the early part of the decade to gain mass consumer acceptance, and then cable providers, such as Time Go to Page 10, Column 1

Many broadband ISPs offer complementary services, such as Web hosting, VPNs, static IP addresses, and managed security.

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Lowering IT Costs

No matter what business you're in, the higher-ups always want you to do more with less. We interviewed industry experts to get their advice on the best ways to lower costs in several areas.

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■ Brooktrout Technology, Esnatech, and Iwatsu announced speech-enabled unified messaging for SMBs. ■ Collation announced Configia 3.0, the latest version of its application infrastructure mapping software. ■ CTX released a new digital signage product line that includes MediaView, SmartView. and IntelliView. ■ CvberGuard announced the SG560, a WAN connectivity device designed for SMBs. ■ Diamelle announced Identity and Access Manager, designed to help businesses improve security, reduce operating costs, and improve productivity. ■ EMC released four new EMC CLARiiON Disk Libraries for disk-based backup and recovery. ■ NLvnx's new Minit-6750 Thin Client adds clear upgrade paths and power to the company's thin client line. ■ iPrism 4.0 is the newest version of St. Bernard Software's Internet filtering appliance.

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FROM THE EDITOR

I Read The Ads (I Hope You Do, Too)



I HAVE A CONFESSION to make.

It isn't something that haunts me at night. There are no self-help books written about it, no recovery classes to go to. But it's something that is oftentimes viewed as the "dark side" in the editing world.

I read all the ads that appear in each and every issue of *Processor*. And I hope you do, too.

Am I crossing the proverbial "line" between editorial and ad sales? I don't think so. Am I somehow biased by what I see? Not really. Is our editorial "bought," so to speak, with articles and content influenced by whether a particular manufacturer has purchased advertising? No way. Never. Don't even think about it.

Then why do I spend hours each week reading the ads? It's because of you, our readers, and our commitment to bringing you the best collection of products, news, and information you can trust.

Time To Understand

Don't get me wrong. When I was initially approached with the idea of playing a greater role in the advertising side of the publication, I was the first to say, "What about editorial integrity? How will readers view this? That's crossing the line."

But is it?

The overwhelming answer we've heard from readers is that this approach works. Readers tell us how if a product or technology is out there or is something they need to be aware of, they know they'll find it in *Processor*. Readers say they turn to our publication regularly for help in knowing which products to buy and where to find them. We couldn't have stated our goal better ourselves.

Seeing the results of our ad team's hard work gives me an insider's perspective on

some of the newest, hottest products out there. I see new technologies manufacturers are using. New ways of doing data center business. Research being done to improve the way data centers are run. Products I (and I venture to say, many of you) may not have known even existed to benefit your company and solve your IT problems.

Reading the ads makes me a better editor. Because I read the ads, I'm more aware of what's happening in the industry and better connected to the trials and work you go through on a daily basis. I'm more in touch with you and the companies you work for.

After all, if there's a manufacturer willing to spend money to get its product in front of our readers' eyes, then it must be a product our readers can use. And that helps me to better know the types of issues we should be covering in our articles.

By Design

You'll notice that many of our articles feature product areas that are represented in our Showcase advertising section. (They're the ads with the color bars at the top of them beginning on page 6 in this issue.) That's by design.

We've spent hours—even weeks—working to organize, customize, and prioritize this ad section around data center life. Each ad is placed in one of five categories: Software, End Nodes, Communications, Physical Infrastructure, or Services. Each category is then broken down into dozens of subcategories and sub-subcategories, resulting in the headings you see at the top of each ad.

All this results in a printed search engine, of sorts, designed to make it easy for you to find products you need and compare like products side by side. If you've navigated to www.Processor.com and tried out our new online *Processor* Showcase section, you've gotten a good example of the effort we've put into making products and services easy to find. If you haven't been to our Web site recently, jump online and try it out.

We don't accept advertising from any manufacturer, dealer, or reseller whose

products or services don't fill some sort of data center need. And we follow the same standard for the articles we run. Sure that means we turn away money, but it also means there's nothing in this publication that's not of importance to the average data center or IT professional. It's about building trust. About establishing integrity. It's all about you.

But Back To Editorial

So what does all this have to do with the articles you see in our publication each week? It means our articles and advertising work together for your benefit. We're all part of the same team striving to put together great issues each week, and that means great editorial articles as well as great advertisements and product showcases.

Does that negatively impact the credibility of our publication? No way. In fact, I think it has just the opposite effect.

Are you likely to frequently find manufacturers and service providers covered in our editorial that happen to have an ad running in our publication? Sure. We could establish a rule that forbids us from covering advertisers in articles or that prevents us from accepting an advertisement from a company that is being featured in an article. But that just doesn't make sense when our ultimate goal is to cover the best products, services, and tools in our articles and get the best advice from industry leaders. Plus, with more than 400 manufacturers and dealers represented in this publication, it'd be a lot like asking our writers to cover the toothpaste industry without talking about Crest or Colgate.

Depending on the article, you might also find a brief referral to our Showcase ad section or a box at the end that lets you know where you can find more products like the ones covered in the article. Although we always try to cover the best products and services in our editorial, on occasion we inadvertently miss a product or service or have to pare down the coverage to fit in a given space. Oftentimes, you can find a wider range of products in our Showcase section either in print or online. That's why we hope you also

spend time browsing and reading the advertisements in addition to the editorial content. (After all, there's a reason we put ads and editorial together on pages.)

Do we use other sources? Of course we do. No matter how great of a publication we produce, there are still companies that will never advertise with us. But that does not mean we won't cover their products, because the reader comes first. (Not to mention it'd be a nightmare trying to remember which advertisers are running a certain week.)

We consult multiple sources, so you don't have to. But our goal is to be the one source you as a data center professional need to stay up-to-date with what's happening in the industry. Of course, that means we also hope you turn to our advertisers when you're looking for a product or solution.

We know you're not always in the market for new or used equipment, but when you are, turn to *Processor* first. Take a look at the vast array of products either mentioned in our editorial or advertised in the publication, and you'll quickly see you're almost guaranteed to be able to find what you need quickly. If you don't find what you're looking for in the print copy you have handy, check out the *Processor* Showcase section or editorial archives on our Web site.

A Different Approach

I'll be the first to admit this approach is different than most publications. But that's just the way we do things here. Our articles and advertising are all specifically focused on the data center and IT professional. That's likely why almost every reader we talk with—and we talk with hundreds a month—says they always know they can find something of interest in our publication.

When you're building a publication around the readers, there's just no escaping the fact that the articles and advertising must work together. The quality, integrity, and value of both are intertwined, and there's just no way to get around it without sacrificing the reader. And you will always come first.

After all, it's all about you.

Corey Russman

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Upcoming IT Events

- AUGUST -

SHARE

August 21-26 Boston, Mass. www.share.org

. **Business & Technology Solutions Show** August 23-24 Rosemont, III.

> www.btshow.org Intel Developer Forum

August 23-25 San Francisco, Calif. www.intel.com/idf

- SEPTEMBER -

International Conference On **Enterprise Transformation** September 13-14

Washington, D.C. www.afei.org

Common Fall 2005 Conference

September 18-22 Orlando, Fla. www.common.org

Government Technology Conference East 2005

September 19-22 Albany, N.Y. www.govtech.net

IT Service Management Forum Conference & Expo

September 19-23 Chicago, III. www.jupiterevents.com/itsmf/fall05

Business Process Management Conference Series

September 20-21 Washington, D.C. www.brainstorm-group.com

Business Rules Symposium Series September 20-21 Washington, D.C. www.brainstorm-group.com

. Service-Oriented Architecture Conference Series

September 20-21 Washington, D.C. www.brainstorm-group.com

Telecom Negotiation Conference September 26-27 San Diego, Calif.

.

www.ccmi.com/conferences/negotiate

Business Intelligence & Data Warehousing Conference September 27-29 Orlando, Fla.

www.dci.com - OCTOBER -

Pittsburgh ITEC 2005 October 5-6 Pittsburgh, Pa. www.goitec.com **ISECON**

October 6-9 New Orleans, La www.isecon.dsu.edu

. Comptel Fall 2005 Convention & Expo

October 9-12 Orlando, Fla. www.comptel.org

. Data Center World-Fall October 10-12

> Chicago, III. www.afcom.com

Des Moines ITEC 2005 October 12-13

Des Moines, Iowa www.goitec.com

NASCIO Annual Conference October 16-19

San Diego, Calif. www.nascio.org

Training Fall Conference & Expo October 17-19 Long Beach, Calif. www.vnulearning.com

ASCDI Fall

October 19-22 Chicago, III. www.ascdi.com

MarketPlace - NEWS





Cisco Interested In Purchasing Nokia

CISCO IS POTENTIALLY interested in acquiring Nokia, according to a London business newspaper. The purchase would mark a major shift in Cisco's acquisition strategy. Previously, Cisco had focused on purchasing smaller niche players. But analysts say the company needs to become a stronger player in the wireless networking market, and partnering with a company such as Nokia would help. While most analysts agree the deal would make sense for Cisco, some say the deal would put Nokia at a disadvantage when it comes to developing new technologies for handsets and 3G networks.

Companies Should Keep Guard For Viruses

AUGUST HAS TYPICALLY been a bad month for IT security, according to PandaLabs. The research group urges companies to remain vigilant; while August is a time for vacations and rest before the fall, it's also a time when virus writers are hard at work. Last year, Bagle and Mydoom wreaked havoc; in 2003, Mimail, MSBlast, and Sobig were the intruders; and in August 2001, Sircam and Code Red appeared.

MCI Returns To Profitability

MCI, WHICH IS BEING acquired by Verizon Communications, reported its first profitable quarter since emerging from bankruptcy last year. The company reported earnings of \$64 million (19 cents per share) for Q2 2005; it lost \$71 million (22 cents per share) in Q2 2004. Over the last year MCI has cut nearly 15,000 jobs and other operating costs to make up for a continual sales decline. Revenue was down 10% in Q2 from a year earlier; however, operating costs dropped by 11%.

Daylight Savings Time Problems

TECHNOLOGY EXPERTS WARN that a bill that would start daylight savings time three weeks earlier and end it a week later could create problems for many businesses. Although the problems would not be as serious as those associated with the Y2K rollover, some updates would be required. For example, computers running Windows OSes will need to be updated to account for the time difference, and all calendar programs will need to be checked for accuracy of the adjustments. The telecommunications industry will also need to set up measures to assure that customers are being billed properly. Although many systems have self-correction capabilities, some things may have to be manually changed. The extension of daylight savings time is slated to start in 2007.

2006 H1-B Visa Quota Filling Fast

EMPLOYERS ARE QUICKLY approaching the cap on the number of foreign high-tech workers they can hire for jobs next year. By federal law the H1-B Visa limit is 65,000; 6,800 of those are reserved for workers from Singapore and Chile. So far about 52,000 applications have been received for 2006, with 22,383 applications approved and 29,556 applications pending. Analysts cannot predict the date the limit will be reached because applications could come all at once or over the course of a few weeks.

Texas Gains Larger Share Of Tech Jobs

NIMBLECAT, a job search service company, reported in a recent study that Texas' share of nationwide IT jobs rose last month to 6.5%, up from 6.3% in June. Meanwhile, California's share dropped 0.1% from 29.8% to 29.7%, but it still solidly holds the lead in tech job creation, followed by Texas and New Jersey. Long Beach, Calif., was the top tech job-creating metropolitan region for last month, followed by San Jose, Calif., and Washington, D.C. NimbleCat collects research by tracking new software and IT jobs posted on major Internet job boards.

New Command Shell Contains Virus Risk

VIRUS CREATORS HAVE come up with the first malicious code targeting Monad, the commandline shell scheduled to be included in the next Windows server operating system release. Monad, or MSH, will replace Windows' current command shell. Monad is capable of running more complex scripts than previous command shells, making it more vulnerable to outside attacks, if it is enabled by default. Industry analysts originally predicted that Microsoft would ship Monad as part of Windows Vista. But after news of the potential security problem broke, Microsoft announced that Monad would not be a part of Vista and instead would be part of the next server OS, scheduled for release in 2007.

Microsoft Taps New No. 3

MICROSOFT HAS A COO for the first time in three years. The company appointed Kevin Turner, CEO of Wal-Mart's Sam's Club unit, to the position. Kevin Johnson, Microsoft's current sales chief, will move to a new role. Turner, who will oversee sales, marketing, and operational units, will start work in September. He will receive an annual salary of \$570,000 and a onetime \$7 million payment in cash and stock. Having a COO will allow Microsoft's Steve Ballmer to focus on product development.

Intel To Prioritize Manufacturing Schedule

INTEL ANNOUNCED IT WILL temporarily cut production of certain desktop chipsets to accommodate stronger-than-expected demand for its higher-end chipsets. An Intel spokesperson reported that the chipmaker's factories are currently running at or near full capacity, so it will

adjust its manufacturing lines to try to keep up with demand, which is strongest for Intel's mobile products, such as Centrino. The company emphasized that it does not plan to phase out its lower-end chipset product line; the production cut for those chipsets is only temporary.

Increased Instant Messaging Threats

SECURITY FIRM AKONIX SYSTEMS reported a 24% increase over last month in the number of viruses on companies' computers through employees using public instant messaging networks. The number of IM viruses is skyrocketing this year; Akonix discovered 25 viruses during the first quarter and 121 during Q2. The firm also noted a new trend: Virus writers are attacking separate instant messaging systems with the same virus. For instance, the company discovered the same virus written for both the Yahoo! Messenger network and AOL's AIM.

Worms Evade Early Warning Detection

NEW RESEARCH PRESENTED at the Usenix Security Symposium shows that measures must be taken to stop worms from invading a network of hidden sensors that warn of impending attack. A paper presented at the symposium revealed that the sensors maps give enough information to create an algorithm that can determine its exact location. If a sensor's location is known, an attacker could either "avoid the sensors entirely or could overwhelm the sensors with errant data," states the paper, thereby opening up the Internet to widespread attacks. Researchers say that encryption and obscuring of IP addresses does not go far enough in stopping would-be attackers and suggest adoption of IPv6.

Microsoft Criticized Over DRM

A NEW DIGITAL-RIGHTS management feature in Microsoft's Vista OS, called Output Content Protection Management, is causing quite a stir. The feature requires that users have a monitor supporting High-Bandwidth Digital Copy Protection, a new DRM scheme, in order to play next-generation, high-definition DVDs at the optimum resolution. Many in the industry are unhappy with the technology, even calling it Orwellian. Microsoft says the issue is being blown out of proportion and that next-generation DVDs will play on any monitor using Vista, although perhaps not at the highest quality.

This information provides a quick glimpse of current and historical stock prices and trends for 16 major companies in the technology market.

Company	Symbol	Year Ago	August 3 \$	August 10 \$	% change from previous week
Avaya	AV	\$12.84	\$10.20	\$9.60	▼ 5.88%
BEA Systems	BEAS	\$6.06	\$9.54	\$9.43	▼ 1.15%
Computer Associates	CA	\$23.20	\$27.62	\$26.92	▼ 2.53%
Cisco Systems	CSCO	\$18.29	\$19.54	\$19.61	▲ 0.36%
Dell	DELL	\$33.57	\$40.53	\$39.88	▼ 1.6%
Electronic Data Systems	EDS	\$17	\$21.29	\$22.39	▲ 5.17%
Google	GOOG	N/A	\$297.23	\$291.57	▼ 1.90%
HP	HPQ	\$19.58	\$24.61	\$24.14	▼ 1.91%
IBM	IBM	\$83.69	\$84.06	\$83.50	v 0.67%
Intel	INTC	\$22.16	\$27.64	\$26.90	▼ 2.68%
McAfee	MFE	\$17.77	\$29.60	\$28.87	▼ 2.47%
Microsoft	MSFT	\$27.41	\$27.25	\$27.35	▲ 0.37%
Oracle	ORCL	\$10.19	\$13.38	\$13.36	▼ 0.15%
Red Hat Software	RHAT	\$14.73	\$15.11	\$14.24	▼ 5.76%
Sun Microsystems	SUNW	\$3.49	\$3.81	\$3.71	v 2.62%
Symantec	SYMC	N/A	\$22.08	\$21.98	▼ 0.45%

NOTE: This information is meant for reference only and should not be used as a basis for buy/sell decisions.

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BUYERS' GUIDE

MARKET WATCH

Network Traffic Simulators & Generators

Hardware & Software To Test Networks Before You Use Them

by Steven S. Ross . . .

How sure are you about the true bandwidth limits of your network or planned network improvements? Can your network handle various transmission problems and interfaces or the QoS demands of VoIP? What about the effects of software upgrades? If such things concern you, you might want to monitor existing traffic more carefully and to simulate problems while you watch. And if your organization is in an industry regulated by the federal government's evolving disaster recovery rules (financial services and health especially), testing may be mandatory.

SNAPSHOT

OPNET IT Guru

\$25,000 for typical installation

A software-only solution; sits on top of network management software to provide layers of analysis and modeling; extra modules add to cost

www.Processor.com/Opnet

Demand for simulation software and equipment is clearly on the upswing. OPNET, which sells management and simulation software, saw revenue increase by almost 14% last year. Profits were up more than 60%, according to financial reporting service Hoovers.

Lab Or Live Test?

such a remote network has been to coil a huge amount of fiber-optic cable in a box at the lab, put a target server at one end and a data generator appliance at the other, and use software to simulate various traffic conditions. But as distances between source and stor-

age have increased, the lab test has become cumbersome.

Testing the actual circuit before use or simulating the circuit in software makes more sense in terms of cost, but each method has its drawbacks. There's a small chance that the finished circuit won't perform nearly as well as expected, and simulations are just

that—simulators. They can never totally match the real world.

Although he pushes the simulation approach, Devesh Satyavolu, director of product marketing at OPNET, notes wryly that network engineering differs from most other engineering endeavors in that the "system you are building or changing" is not usually tested before use the way a structure such as a building or bridge would be. "The bridge would be designed with CAD software, but it would still be observed carefully as it is built."

Shunra Software, which has historically marketed both hardware and software-only solutions, still does both but highlights the need for real testing because simulationonly "assumes that the behavior of IT environments can be accurately predicted with parameters defined by the software vendor," says spokesperson Joanne Godfrey.

In the real world, networks and applications often behave in unexpected ways. Network devices may not be ideally configured and software may have bugs. What's more, simulation-only "makes the accuracy of the model entirely contingent on the skill, precision, and completeness with which an engineer determines the appropriate values for the parameters provided," says Godfrey. It also requires constant updating to keep parameters in line with the everchanging enterprise environment.

High Costs To Test

Long-distance networks and

issues involve handling extra bandwidth or checking the operation of a new network after at least part of it has been installed but before it is operating, you will often need to buy or

lease an appliance to generate some fake heavy traffic.

Companies in this field are cagey about prices. It is almost impossible to get a firm quote without a detailed description of what you need. The situation does, however, lend itself to hard negotiation.

Negotiation is necessary because sticker shock potential is high: Such appliances can cost more than \$50,000. But simulating most error conditions requires only the use of software on an existing Linux or Windows machine. The software price tag will be \$1,000 to \$50,000, with some freeware and shareware options available in the Linux space. Emulation and simulation software is also sometimes built into network management packages, so you may have some functionality

without realizing it. At the high end, OPNET's IT Guru plus the most common add-on module would cost you about \$40,000 for handling one subnet. "Of course, OPNET is ready to offer a good discount to small and nonprofit organizations," adds Satyavolu.

The costs tempt network operators to simply add equipment rather than test; an extra server, router, or switch can cure a lot of network ills. But networks are getting so The time-honored way to test | testing philosophy aside, if the test | complicated that the problems

Appliances & Software

Appliances usually come packaged with simulation software. Some vendors concentrate on a specific network type. Empirix is particularly strong in VoIP network testing, for instance. Spirent does VoIP, too. Its high-end Abacus line



SNAPSHOT

Fluke Networks

OptiView Protocol Expert = \$3,195 Protocol Expert VOIP module = \$3,500 OptiView Link Analyzer = \$18,995

Link Analyzer is a black box that monitors your network; Protocol Expert is an offline software tool that analyzes the network's packet flow

www.Processor.com/FlukeNetworks

(more than \$80,000 in typical configuration) is aimed at VoIP vendors rather than companies that would be installing VoIP. Ague Systems made its early reputation

in SONET (and now tests all types

Storm Communications, Shunra

Fluke Networks. Fluke Networks, a company with software

and management hardware al-

ready installed in many smaller IT

settings, has a new suite of tools

that enterprise IT will find useful

for testing VoIP deployments. Its

OptiView Protocol Expert Plus

also has a comprehensive set

of tools that sit on top of the

OptiView network management

Software, and Simena.

multiple 1Gbps and 10Gbps ports. The PacketStorm4XG has over 64 million packets per second throughput. Up to four 10Gbps or 32 1Gbps ports can be installed in one chassis. The PacketStorm 4XG impairs IP and non-IP traffic. Pricing starts at \$50,000. According to the company, pric-

> ing for PacketStorm's Tornado network software emulator starts at under \$10,000 for a configuration typical of a data center with five or six servers

> OPNET. IT Guru, OPNET's flagship product, is an emulation software package. The base price is \$25,000 for one Internet subnet. To that users add modules that are specific to their testing needs. The most common,

ACE (for analyzing the effects of applications on the network), adds another \$15,000. Another module, Net Doctor, does update auditing. It hunts down the configuration files and tests each one against a software engine that has more than 400 logical rules "so that when you upgrade, say a Cisco router, you want to make sure they all have the patch," says Satyavolu.

Shunra Software. Shunra Virtual Enterprise (formerly Shunra Storm) is a combined hardware and software solution suitable for many IT departments. It replicates the network



SNAPSHOT of nets). Among the other vendors PacketStorm Communications 4XG of appliances are Agilent, Brix Network, Fluke Networks, Packet-

Starts at \$50,000

Blasts out simulated traffic at up to 40Gbps fully configured

www.Processor.com/PacketStorm

environment, end users, remote offices, and so forth. An integrated component of Shunra Virtual Enterprise, the Shunra Virtual Enterprise Desktop, is Windowsbased software that allows you to emulate a single WAN link directly from a workstation to evaluate application and network performance. The company no longer pushes its software-only solution, Cloud, which sold for about \$5,000.

> To see Processor Showcase advertisements for products in this category, look for the Communications ads in green.

4444

SNAPSHOT

4444

Shunra Virtual Enterprise

\$40,000 base price

A hardware traffic generator and software combination suitable for a wide range of IT departments; flexible and full-featured for the price

www.Processor.com/Shunra

might not be obvious. An extra server is cheap, but its lifecycle licensing, operating, and maintenance costs might not be. What's more, as networks and software interactions become more complex, seat-of-the-pants fixes are less likely to work. No matter which path you choose, you have to be aware of all the costs.

software you may already have. PacketStorm Communications. PacketStorm network simulators reproduce unfavorable

conditions of IP networks and WANs in a controllable lab setting. A wide variety of impairments and interface choices

The top-of-the-line Packet-Storm 4XG IP network emulator provides WAN emulation for

are available.

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Access Server

www.Processor.com/Avocent



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August 19, 2005

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Shoestring Security

Ways To Get More For Less

by Douglas Schweitzer, Sc.D.

IT'S A GENERALLY ACCEPTED assumption that network and system security solutions require sizeable financial resources to implement. This is simply not true. Even though security is a process and not a product, careful selection of the right types of tools and techniques can go a long way to help you stay within your budgetary constraints. What follows are some expert tips for getting more from less.

Align Security To Standards

The computing industry is setting security standards through consensus. Adopting international standards presents certain advantages that any manager should

take into consideration as a natural cost saving measure. Steve Crutchley, chief security officer for 4FrontSecurity, says, "One way to save money is to align to standards such as ISO17799 and BS 15000. This allows you to manage and understand the real needs of business. We all too often over compensate with staff because we do not fully understand what the real requirements are."

Employ Open-Source Software

When it comes to lowering overall cost of maintaining security, many small to midsized enterprises find themselves turning toward open-source OSes and applications. "Certainly a good beginning point to lower costs is to start with open source. Open source is generally much less

expensive and free of license costs and prevents many forms of security attacks, thus reducing the potential of a costly intrusion recovery," says Guardian Digital founder and CEO, Dave Wreski.

Talented people (needed to maintain open-source systems) are also far easier to find than in years past, and many vendors develop open-source applications that provide equivalent features and far greater security. "Another means to reduce costs is to improve the level of security of the data center. Periodic security assessments should be performed to create a reference point, or baseline, of the current state of security of all the servers in the data center," adds Wreski.

Wreski, whose company provides open-source security solutions, believes that once this has been done you can begin improving the security of each service that is offered by the servers-Web, email, messaging, and public services. Is each of the individual services necessary for business functions? Can they be safely removed, disabled, or replaced with a more secure alternative?

Choose Solutions That Integrate

Lowering security costs is a top priority for all businesses; however, businesses need to make certain their security posture is not compromised by implementing cost-saving strategies. The first step is to look at where costs are being spent within the organization. Look at costs of training, employees, help desk personnel, administration, management, hardware, etc., and choose solutions that complement and integrate with existing investments.

"Technology is key since it lowers the cost of doing business while making it possible for a company to offer a competing product at a lower price point but retain or increase margins. IT departments must understand their

Five Quick Money-Saving Tips

Here are five quick security costreducers from Mitchell Ashley, CTO and vice president of customer experience at security provider StillSecure:

- 1. Automate security solutions to reduce time-intensive labor.
- 2. Consolidate point solution and adopt a security suite if possible. Consolidating will reduce finger pointing and training costs while providing a uniform level of support. Many vendors such as StillSecure will offer a discount price for purchasing multiple products.
- **3.** Integrate new security solutions with existing security software. Buy a product that leverages security investments while adding protection.
- 4. Migrate from security hardware to a security software appliance to avoid forklift upgrades, maintenance costs, and installation fees.
- 5. Investigate new initiatives with cost savings. If possible, use the savings from these costreducing tips to implement a new security project to improve the company's security posture.

cost structure and work to address these costs. They must measure each activity and understand the ROI," says Mike Podanoffsky, CTO at Sharecube.

Security Action Plan

According to Wilco van Ginkel, senior security consultant at Ubizen, the first step a company should take with respect to security is find out whether it is doing the right security activities and whether those activities are being done right. A lot of companies just start implementing security by selecting tools and/or taking a technology point of view. This will always be suboptimal. Compare this with buying a car: Most people will not just go to the dealer and order a car. They will define why they need a car, what their budget is, the main purpose of the car, and so on. Based on those assessments, they'll choose the car that best fits all of their needs.

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Lowering Storage Costs

Continued from Page 1

is sent to inexpensive media, while data that's needed for regulatory compliance or is frequently accessed gets sent to more reliable, but usually more expen-

Like other hot trends, ILM comes at a price. Large vendors that feature the strategy

have a number of components as part of ILM that might not make sense for an SME to implement. But that doesn't mean it can't use the fundamentals of the tactic and tailor them to fit the company.

"Several products exist that let administrators set their own policies and then automanage where the data is placed," says

Take A Multi-Component Approach

One of the fastest ways to drain a budget is to implement a storage system that fits a company's needs today without thinking about what might happen if the company should grow or if its storage needs might change with new regulations.

Rob Soderbery, vice president of the server

and storage management group at Veritas.

"Basically, you can create your own stor-

age intelligence if you take some time to

route data automatically to different areas."

"Many vendors say they can grow as the company does, but that's not always true," notes Praveen Asthana, director of storage for Dell. "If you're implementing a system that isn't composed of several components, how are you going to get scalability?"

Asthana recommends that SMEs use hardware vendors that have a number of software partners and that can create a customizable, multicomponent system for an SME. With more storage building blocks in place, scalability is easier because portions of the system can be dismantled and

Five Quick Money-Saving Tips

- 1. Simplify your storage architecture by consolidating data.
- 2. Use only one to two vendors for better interoperability and pricing deals.
- 3. Categorize data according to recovery requirements.
- 4. Invest in a storage network.
- 5. Teach users now about effective backup strategies to prevent costly recovery later.

expanded, rather than taking down the whole foundation.

"If your storage is relying on operations that are set in concrete and you can't take down parts of a system, then when the company grows, you're going to be looking at an expensive dismantle-and-rebuild job," says Asthana. 🖺

Storage Action Plan

Some first steps in putting cost-effective strategies in place include:

- · Map out costs of new software, hardware, and implementation time and compare it to current costs for maintenance, software updating time, and repair. This should give a rough idea of how soon ROI can be achieved.
- Assign responsibility for each new or revamped strategy and factor in estimated maintenance time. For example, who will be dealing with email storage, and how many hours per week they
- Group data into categories (applications, email, documents, etc.) and assign value to each, so they can be easily routed to different storage media.

Make The Move To Cable Broadband

Continued from Page 1

Warner Cable, Cox Communications, and Comcast Communications, formed business units targeting SME business. With consumer network traffic not peaking until after 6 p.m., the companies recognized the value of their broadband networks to business traffic.

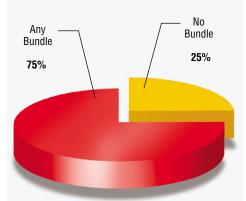
Poor and/or inconsistent direct marketing of business-grade cable broadband Internet services hobbled the adoption of cable broadband ISP business services in some markets. Potential customers just didn't always know about their local cable provider's business offerings.

Home Office To Corporate Office

The maturing of cable providers' broadband Internet infrastructure and business processes have enabled the evolution from a pure consumer offering to a mature business-class offering, complete with SLAs, account managers, and business client-specific technical support and engineering staff. As a business customer, when you contact technical support or your account manager, they're on a

Price, Convenience & Predictability **Drive Bundles**

Predictability and price are two major factors to consider when bundling data and voice services.



- 75% of SMBs bundle at least two services from their communications provider
- Top reasons SMBs adopt bundles:
 - Price benefits
 - Convenience of dealing with only one service provider
 - Predictable monthly bill

different chart than the staff that handles the calls when your cable modem goes down at home.

New technology offerings also helped cable broadband leave the home office and enter the corporate office, including tiered bandwidth, better network management/ provisioning, and hardened digital cable in the physical infrastructure. Many broadband ISPs also offer complementary business services, such as Web hosting, VPNs, static IP addresses, managed security, and related services.

Do Your Research

Purchasing cable broadband access for your SME comes with some built-in baggage and sales objections. These poor consumer experiences can spill over and influence corporate purchasing decisions for cable broadband services.

Research your local cable provider's business-class offerings by seeking word of mouth reviews from its SME customers. Customers do talk, and the cable industry is a special target for customer rants and raves. Concerns over customer service are a very real issue with cable broadband Internet providers. The "SMB Satisfaction With Service Providers" chart shows a range of satisfaction scores.

The biggest advantage of purchasing corporate Internet access from your cable provider is its broadband network. Most of the major cable broadband ISPs built out their networks in the past few years. Also, typically, cable providers own and manage their nationwide network backbones.

The Yankee Group report "SMBs Looking for Broadband Care about Speed, Reliability, then Price" recommends that SMEs with converged business and voice communication needs steer away from broadband-only offers. The bundling of voice and data services can bring large pricing discounts.

In addition, cable broadband isn't going to disappear as a technology. While the cable broadband marketplace has contracted in cases such as AT&T swallowing MediaOne and renaming it AT&T Broadband in its ill-fated attempt to become a cable provider, later Comcast Communications bought AT&T Broadband, pulling its cable broadband ISP operations under its corporate umbrella. Cable broadband providers are also investing in next-generation technologies, such as VoIP telephony, to offer their consumer and business customers.

Transition Difficulties

The affiliate business model of cable broadband Internet access can perhaps be the biggest disadvantage for SMEs seeking to purchase Internet access and other services from their cable company. While your cable provider may offer a full suite of Internet access and other services, your local cable affiliate may not be equipped to

If you are seeking the benefits of cable broadband and still have hesitations, another Yankee Group recommendation is to engage the services of a telecommunications consultant to deal with the ISP or buying services through a VAR to bolster your interactions with your cable broadband service provider. You can find such consultants and VARs through your cable company's business unit Web site or by a Google search. While

SMB Satisfaction With Broadband Service Providers

The 2003 Yankee Group Broadband Survey illuminates a wide range of satisfaction among cable broadband subscribers.

Heading	Speed	Reliability	Technical Support	Installation	Monthly Bill	Customer Service	Average
Verizon	84%	84%	76%	85%	69%	76%	79%
SBC	84%	82%	78%	82%	67%	74%	78%
Cox	81%	85%	78%	78%	65%	56%	74%
BellSouth	80%	80%	65%	88%	67%	63%	74%
Time Warner	79%	74%	74%	76%	58%	68%	71%
Comcast	69%	64%	51%	63%	41%	44%	56%
AT&T	63%	53%	50%	66%	39%	47%	53%

SOURCE: YANKEE GROUP 2003 SMB BROADBAND SURVEY

provide that whole suite of services. Corporate/affiliate relations can also complicate issues because, while the corporate controls the brand and product offerings, typically your local cable affiliate staff handles the bulk of the actual work, such as Tier 1 technical support, field engineering, and customer deployments. These internal boundaries can be confusing to an outsider

adding the expense of a telecom consultant or purchasing cable broadband Internet services through a VAR may seem unnecessary, consider it outsourcing your data communications management. Oftentimes the introduction of an intermediary can save you from missteps and get you back to focusing on your core business, leaving the management of the ISP relationship and service-level

Purchasing cable broadband access for your SME comes with built-in baggage and sales objections. These poor consumer experiences can influence corporate purchasing decisions for cable broadband services.

used to dealing with vendors not operating on an affiliate business model.

If after making the move to cable broadband you have service problems, never hesitate to be a vocal customer and escalate the issue to your cable ISP's management. Cable providers formed special business units targeting businesses, especially SMEs. Such business units count on a loyal and satisfied customer base to stay in business.

agreement monitoring and management to an experienced professional.

Cable Broadband For Your SME

Putting aside negative consumer experiences, researching your local cable provider as an ISP for your SME can uncover a service provider hungry for your SME's business, with mature technology backing it up.

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Remember The TCO

Plan Ahead For Best Systems Cost Reduction

by Ericka Chickowski

BEYOND THE SMOOTH OPERATION of hardware and software, one of the key responsibilities of IT management is the control of costs on all levels. There is never a time where cost considerations don't factor into decisions made about acquisitions and operations.

Nevertheless, it sometimes helps to take an occasional step back and think creatively about how to reduce IT costs. This is never truer than for IT systems; from desktops to servers to mobile devices, systems often make up the bulk of a small to medium-sized enterprise's total IT bill.

Consolidation & Migration

Because IT systems are such a varied group of devices, there are plenty of ways to bring costs down. Sanjeev Aggarwal of The Yankee Group says that many SMEs these days still have room to consolidate on multiple levels.

"We are seeing midmarket businesses move more toward consolidation through use of things like blade servers and storage networking," Aggarwal says. "With the use of IP SAN, many small businesses can afford to invest in SAN for better savings long-term."

On the communications side, he suggests migration toward VoIP. In order to truly reduce the price of phone systems and hardware, he recommends hosted VoIP over doing it yourself. "With hosted VoIP you don't need to worry so much about investing in infrastructure," he says.

Outsourcing backup is another way to limit the need for new storage systems onsite.

It also reduces storage TCO by cutting down on needed personnel. "You outsource backup so you don't need to build up deep

year replacement cycle, replacexpertise about

> backups and storage," he says. **On-Demand**

> > Software

Above all of these more apparent systems savings options, there is a less

obvious method that SMEs are increasingly considering.

"The trend in the SMB and midmarket is to start looking at on-demand services and solutions," Aggarwal says. "The TCO for on-demand software is significantly better than on-premises applications because you don't need the hardware infrastructure or the networking infrastructure to support them."

Rather than making major application purchases in bulk, along with the necessary servers that run them, businesses should think about buying from developers that offer the scalability to buy only what you need. Because many of these packages run on the vendor's hardware via an Internet connection, businesses need fewer systems to run them. These on-demand applications often require less computing power, making it possible to also extend the life of existing systems without a worry over processing slow downs. "The on-demand applications reduce the need for hardware," Aggarwal says, "especially up-to-date hardware with the latest technology and processing power."

Plan For The Future

No matter what strategy a business attempts to adopt in regards to cutting systems costs, Aggarwal says that proper plan-

"I think working with a local service provider or VAR to plan both a short- and long-term plan for consolidation gives you a better cost-savings and ROI than simply focusing on a short six-month or oneyear plan."

> He explains that by discussing a plan at least two to three years in advance with your vendors, you can begin to develop replacement cycles with consolidation and efficiency in mind. For example with desktops, many midmarket companies choose to work on a three-

ing one-third of the systems each year. This way there is a balance between decreasing support costs of older systems and amortizing hardware costs. But without years in advance planning, this method cannot work smoothly.

"If you structure the plan with them and look at the different phases and pinpoint what to replace when, you'll get good cost savings," he says. "If you look at planning this out, you can accomplish a lot from the hardware point of view."

This planning phase is also a good time to think about financing, especially in a time such as now when money is cheap. "Vendors are getting into the SMB market by offering very attractive financing which SMBs should look at when putting their long-term plan together," Aggarwal says.

The Best Money Saver

While it is important to tailor systems for certain sets of users, IT departments shouldn't let this tactic get out of hand. The more variation between desktops or servers across the organization, the more it will cost to support the entire infrastructure.

One of the most effective ways to reduce systems TCO is to standardize systems. By standardizing a limited number of configurations, IT can reduce the amount of time needed to troubleshoot because staff members will become experts on just a few setups rather than constantly researching a whole array of different systems.

To put it in perspective, administrators should remember that departments should sometimes have their own configurations while individual users rarely warrant exceptions.

Five Quick Money-Saving Tips

1. Buy now, save later. When companies try to tighten the belt in regards to IT expenditures, one of the first things to get cut are new systems purchases. Acquisitions are put off temporarily or indefinitely in the quest for an improved bottom line.

But in many cases, businesses are not actually saving money with this tactic, they are just delaying the cost. And in the end, they are likely to spend more because the initial cost for PCs only makes up about 20% of their TCOs. Because support costs make up the rest, and because support becomes particularly pricey as systems age, extending the life of desktops is rarely a sound cost-cutting strategy.

- 2. Match systems to user behavior. While standardization is critical to reducing systems costs, an organization needn't commit to a single systems standard across the business. Each department in a business has its own needs and preferences when it comes to computing performance. By staying cognizant of these varied needs, IT departments can save a little at a time.
- 3. Reduce, reuse, recycle. A disk recycle program can help a business significantly reduce the amount of data generated by users, and consequently the amount of hardware needed to store it. These programs can be set to generate automated reports and send them to users when they haven't accessed data in a specified amount of time. These gentle reminders can help users remember when they have unwanted files hogging space.
- 4. Sharpen your negotiation skills. One of the simplest cost-saving techniques is also one of the least-publicized. Most of the best deals arranged between a vendor and its customers are not the ones initially proffered by the vendor. It takes some savvy negotiation to get the best prices on equipment. IT managers should do themselves a favor and educate themselves about negotiation in general, as well as finding out the tactics of the specific vendors
- 5. Stay up on analysts' reports. One of the best points of leverage at the negotiation table is information about what everyone else is paying in similar situations. Analyst firms often produce reports that detail this information. Investing in these reports can produce quick ROI through savings.

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Lowering Wireless & Networking Costs

Strategies To Help You Reduce IT Costs

by Sixto Ortiz Jr.

TODAY'S CUSTOMERS expect constantly improving goods and services at competitive prices. Businesses that can't meet this requirement are doomed to lose in today's fiercely competitive global marketplace. Cost-cutting is not just a fad; it's one of the keys to business survival.

In today's IT-centric business environment, the challenge for CIOs and network administrators is maintaining top-notch IT infrastructures while keeping operating costs under control. This can be a challenge, given the demands that other parts of the business constant-

ly place on IT.

Let's take a look at some strategies you can apply today to lower your networking and wireless costs while delivering the connectivity your business operations demand.

Go The Wireless Way

The wireless advantage is easy to see: Air is free, while cables cost money. One of the things you can do to save on networking costs is take advantage of wireless connectivity.

Let's say a networked computer in a nearby maintenance building is needed

so work orders can be easily retrieved by maintenance personnel working away from the office. The cost of implementing a wireless solution to provide the needed connectivity will be far less than the cost of implementing a physical, wired connection.

Of course, you will have to ensure your wireless connection is protected from unwanted intruders by putting the proper security measures place. Still, the costs for wireless are many times lower than the costs involved in extending your physical cabling.

In fact, many businesses are exploring the use of wireless WANs instead of using leased T1 lines to connect remote offices together. According to the Info-Tech Research Group, implementing a wireless WAN can save your business thousands of dollars over the costs of leased lines.

Avoid Costly Wireless Pitfalls

Even though wireless can save you significant dollars over the implementation of traditional wired networking,

there are hidden costs that can impact your bottom line, warns Info-Tech in an October 2004 white paper. For example, you should consider the availability of

convenient 110V to 120V power for access points when you deploy them, as well as the removal of unused Ethernet cabling and the addition of new Ethernet wiring that will connect your access points to your existing wired network.

If you plan to deploy wireless, save significant costs by carefully planning your deployment and ensuring that your

staff is prepared to fully support your wireless infrastructure.

The Race To Convergence

Convergence is one of the hottest buzzwords in today's IT marketplace. Casting aside all the hype, shuttling data, voice, and other multimedia content through the same IP network makes a lot of sense.

An obvious example is VoIP; it seems there is no stopping the switch from traditional telephony systems to IP systems. While VoIP can save you money, it's important to consider the hidden costs involved in getting your network ready to take on VoIP.

Five Quick Money-Saving Tips

- 1. Assess your pain points. Analyze your network costs to determine where the bulk of your operational expense dollars are spent.
- 2. Get a handle on procurement. Is your business getting the best possible deals from vendors, suppliers, and other service providers? Make sure you get the best possible deals.
- 3. Get a handle on training costs. Training IT staff takes time and money. Keep tabs on staff expertise so your training requirements are well understood. A training and skills matrix for each employee can help with this task.
- 4. Get a handle on utilities costs. Are you paying too much to keep your networking equipment running cool? Work with your utility providers to ensure you get the best possible price for energy costs.
- 5. VARs vs. vendors. According to recent research by Info-Tech Research Group, establishing a relationship with a VAR instead of buying directly from a vendor can save you substantial time and money that would otherwise be spent researching and supporting technology.

Wireless & Networking **Action Plan**

Here are a few quick tips to get your cost-reduction efforts off the launching pad quickly:

- · Get everyone involved. You may be surprised at the number of cost savings ideas you can get when rank and file employees are involved in the process.
- · Develop metrics. Without some progress indicator, it's impossible to know if cost cutting efforts are pay-
- Set clear (and realistic) goals. You need a target to aim at; just make sure that target isn't out of reach.
- · Communicate. Be open and clear about cost-cutting efforts; if people don't know your story, they will draw their own conclusions.
- · Make a commitment and follow through.

In a white paper commissioned by Lucent Technologies, Rikki Kirzner, a partner at Hurwitz and Associates, says even though converged IP communications (including voice, video, images, text, and data) can reduce long distance and infrastructure costs, it is important to ensure your network infrastructure and capacity is ready to handle the increased load. This requires extensive testing and readiness assessments to make sure your network is ready for converged communications.

SANs Get Cheaper

In a November 2004 report, Info-Tech Research Group advises that recent SAN product announcements from such companies as EMC, IBM, HP, and others are driving down the cost and complexity involved in implementing a SAN in your business.

For example, iSCSI IP SANs allow you to implement a SAN using an existing Gigabit Ethernet infrastructure rather than having to develop a separate Fibre Channel network.

Vendors are also beginning to abandon proprietary approaches and are manufacturing and developing standards-based hardware that can be managed using a single management console. This trend not only reduces management costs but also helps keep training costs for network administrators in check because a SAN infrastructure can now be managed using a single application.

The Bottom Line

Business managers are working hard to compete in today's global and hypercompetitive marketplace. The margin for error is slimmer than it's ever been, and IT departments are routinely asked to deliver miracles while keeping costs under control. These are but a few cost-saving strategies you can apply today as you work to make your network and wireless infrastructure business-ready.

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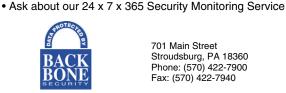
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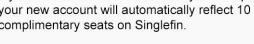
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COMMUNICATIONS

Security

- CyberGuard announced the release of the SG560, the latest WAN connectivity device designed specifically for SMEs. It provides up to 100 IPsec tunnels, 120Mbps of firewall throughput, and an encrypted throughput of 35Mbps. The SG560 also comes standard with a pair of WAN ports, five Fast Ethernet ports, traffic shaping, and fail-over capability if the primary Internet connection fails. This WAN device features three separate security zones and dual-WAN load balancing and can support an unlimited number of users and VPN tunnels. The SG560 is available for \$399.
- The iPrism 4.0 is the newest version of St. Bernard Software's Internet filtering appliance. Along with the human-reviewed iGuard subscription database of Internet threats, the new iPrism packs protection against sites known to harbor spyware, phishing code, or other malware. The iPrism can also block or filter IM and P2P applications with a variety of techniques. Pricing starts at \$3,490.

Storage Networking

■ IBM has introduced 4Gbps SAN switches and directors for IBM TotalStorage customers. The new products include the 4Gbps Brocade SilkWorm director and a collection of entry-level switches. The IBM

TotalStorage SAN256B is based on the Brocade SilkWorm 48000 Director, and the IBM TotalStorage SAN16B-2 fabric switch is based on the Brocade SilkWorm 200E Switch.

Telephony

■ Brooktrout Technology, Esnatech, and Iwatsu have announced speech-enabled unified messaging for SMEs. The product combines Iwatsu's Enterprise-CS IP-PBX, Esna's Telephony Office-LinX, and Brooktrout's speech platform. It will let mobile employees access voice, email, and fax messages from multiple devices, such as desk phones, mobile phones, PDAs, and even Web browsers. Iwatsu's Enterprise-CS includes both TDM and IP technologies for transmission of voice and data. Esnatech's Telephony Office-LinX SBE provides unified communication for businesses with five to 50 employees. Brooktrout's speech platform combines the ESNAtech and Iwatsu products.

END NODES

KVM

■ Adder Technology released new slimline high-performance cables designed to accompany Adder's KVM switches and extenders. With the help of a powered Adder KVM switch, the cables can retain signal integrity at up to 30 meters, allowing users more flexibility when installing systems. The DDC-compliant cables are color-coded to PC99 specifications, which also helps users with the cable installations.

■ Avocent announced the availability of the DSR1031 switch. This is an 8-port digital KVM-over-IP switch that allows administrators to remotely access their sites, diagnose any problems, and repair them. The DSR1031 is managed by Avocent's DSView3 software, which includes programs that have been used for managing KVM, power, serial, and IPMI in data centers. The single-interface functionality means IT personnel only have to learn one program to control many facets of an enterprise's IT infrastructure.

Mobile

■ If you want to go wireless with your Windows Mobile 2003 device, Socket Communications' Go Wi-Fi! E300 may be the way to go. The device is compatible with any Windows Mobile 2003 device that includes an SDIO Now! interface. Socket's Wi-Fi Companion software helps to find and connect to wireless networks, whether it's in infrastructure mode or ad hoc mode. The card supports WPA2, open, 40/64, and 128-bit WEP encryption, as well as 802.1x authentication. Windows Mobile 2003 Second Edition supports WPA and WPA-PSK encryption. The card also supports ActiveSync via Wi-Fi and supports voice communication via Wi-Fi using Skype.

Monitor

- Advantech has introduced the FPM-3150G-U, a 15-inch LCD with a USB interface. Its screen is a touch-sensitive NEMA4/IP65, which is antireflective and has a special anodized coating for protection. Advantech has made improvements to its DC-IN cord, the AC/DC adapter, and the USB cable to make them sturdier. There are also brackets for fastening cords to ensure that they are attached well. The FPM-3150G-U has TDK inverters and 3M touchscreen sensors. The list price of the FPM-3150G-U LCD is \$1,195.
- CTX announced a new digital signage product line that includes MediaView, SmartView, and IntelliView. MediaView is an all-in-one standalone solution integrating a digital media player and an LCD display monitor for non-networked trade show advertisements, point-of-purchase messages, and more. SmartView is an all-in-one embedded digital media network system, integrated with LCD display monitor, designed specifically for networked retail and restaurants, corporate communication, public signage, casino and gaming signage, and similar environments. IntelliView is an all-in-one embedded digital media network system with built-in touchscreen capability, integrated with the LCD display monitor. It is designed specifically for networked point-of-purchase, retail and restaurants, and medical information.

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A Proactive Approach To Preventing Spyware

Acronis Adds Management Console & Agent-Based Operations

by Daniel Dern

WITHIN A REMARKABLY short time, spyware has joined viruses, worms, and network attacks on the IT short list of things to keep out of company computers and networks. To block, detect, and/or remove spyware, companies are deploying both gateway-level and client-level software.

Storage and systems management software vendor Acronis has released its enterpriseoriented Acronis Privacy Expert 8.0 Corporate, a centrally managed antispyware solution, based on its consumer version, Acronis Privacy Expert Suite 8.0.

Acronis uses a signature-based approach to scanning for spyware, checking files on the computer against the database, as well as a monitoring part that watches for, detects, and prevents spyware activity.

The new version, as the name suggests, is intended for the enterprise environment to protect corporate workstations. New features in this corporate edition, according to Stephen Lawton, director of marketing at Acronis, include "a central management console, an agent-client program which does not require systems be rebooted before it can be run, and the ability to deploy agents to networked PCs." The console, says Lawton, "runs any of the various tasks that the agent offers."

These tasks include a scheduler to automate spyware scans on all networked systems; a spyware shield that prevents spyware, adware, keyloggers, hidden dialers, browser hijackers, and other malicious programs from being installed; a popup blocker; and automatic updates of spyware definitions.

Acronis' antispyware approach is proactive. Lawton says, "We watch as the data comes in. For example, if something tries to

change your Registry, we'll intercept it and alert you. Not all the competition does that."

The agent runs on Win98/Me/NT 4.0 Workstation SP 6/2000 Pro/XP Pro. The management console can run on Win98/ Me/NT 4.0 Workstation Service Pack 6/2000 Pro/XP Pro, as well as on WinNT 4.0 Server Service Pack 6/2000 Server/2000 Advanced Server/2003 Server.

Competing products include LavaSoft, WebRoot, Symantec AntiVirus, and Trend Micro's antispyware appliance. According to Lawton, "The others don't all support scan scheduling, corporate network usage, remote management consoles, or remote client installations."

SNAPSHOT

Acronis Privacy Expert 8.0 Corporate

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Corporate version of Acronis' antispyware software deploys and runs from a management console and supports scheduling

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Storage

■ EMC announced four new EMC CLARiiON Disk Libraries for disk-based backup and recovery. The EMC CLARiiON DL740, DL720, DL710, and DL310 feature active-engine fail-over tape emulation software and write-cache consolidation for better performance. At the high-end, the DL740 can scale to 348TB, while the DL720 and DL710 support up to 174TB each. The DL310 takes the place of EMC's DL300 unit and supports between 3.8 and 37.5TB. EMC also introduced several additions to its line of CLARiiON networked storage systems and software. EMC's new CLARiiON CX300-s, CX500-s, and CX700-s Fibre Channel and iSCSI storage systems all feature UltraPoint hardware and software diagnostic technology, as well as Virtual LUN Technology, which lets users migrate data to and from anywhere within the array, without impacting the program. EMC also unveiled the SnapView and MirrorView/S replication offerings, SAN Copy/E for data migration on CLARiiON AX100 and CX Series arrays, and expanded support for EMC Navisphere Manager.

■ A partnership between **IBM** and **Network** Appliance has produced a series of storage products for SMEs. The IBM TotalStorage N3700 is an NAS appliance targeted at businesses with fewer than 1,000 employees. Using iSCSI technology, the TotalStorage N3700 scales up to a maximum of 16TB storage, supports disaster recovery, and lets users mirror data within the device and to a remote location. Prices for the Total Storage N3700 start at \$50,000.

IBM also announced a SAN Starter Kit, which is designed for xSeries environments. According to IBM, its SAN Starter Kit should help small businesses combine their storage products into a single place. The kit includes an IBM TotalStorage Switch L10 and dual-controller IBM TotalStorage DS400 Express disk storage and is ideal for storage tasks, such as email servers, collaborative databases, and Web serving. The SAN Starter Kit retails for \$16,376.

 \blacksquare **NEC's** S2400 and S1400 are new disk arrays for SMEs. The S2400 provides up to 27.6TB of capacity, whereas the S1400 maxes out at 13.8TB; both are designed for DAS and SAN environments. NEC says that the new arrays address regulatory compliance, disaster recovery, ILM, and email oversight needs.

■ The SuperLoader 3 is Quantum's thirdgeneration autoloader platform and delivers

between 250GB and 5TB native capacity in a high-density 2U rackmount form factor. Quantum claims the SuperLoader 3 offers the lowest cost per gigabyte of any DLT or LTO 2U autoloader and can expand from 8+1 to 16+1 cartridge slots as data centers require additional storage. By using removable magazines, users can bulk load cartridges or swap them for offsite archiving or disaster recovery. Quantum's Web-based remote management tool lets users securely access the SuperLoader 3 from any Web browser for software upgrades and maintenance, remote diagnostics, and operations tasks, making the SuperLoader 3 a suitable option for branch offices and remote sites.

■ The \$21,290 FlashDisk SA-4500T from Winchester Systems is a 64-bit RAID array that supports up to 24 SATA I and II drives. It offers N+1 power and other high-reliability features and has dual Ultra320 SCSI host connections. Also included for one year is FlashAlert, a 24/7 "call-home" remote alert and monitoring service.

Thin Client

■ NLynx Technologies' Minit-6750 Thin Client adds clear upgrade paths and power to the company's thin client line. The device supports connections to a variety of servers, including Citrix, Linux, HP, DG, Windows, and IBM servers. The device has PCI and PCMCIA expansion slots, as well as serial and parallel ports. Customers can also add WinXP Embedded. The Minit-6750 includes ePro Manager, a program that lets IT managers control reporting and configuration options, as well as remote desktop features.

Workstations

■ Acnodes released the FPC 8084, a new fanless panel PC that boasts an 8.4-inch TFT touchscreen. The display supports an 800 x 600 resolution. The FPC 8084 has a VIA Eden 667MHz CPU, up to 512MB of memory, a 2.5-inch hard drive, three serial ports, one USB 1.1 port, one VGA port, and one PC/104 slot. The device has an over-voltage protection fuse and supports CF cards. The display has Windows CE Embedded but also supports Win98/NT/2000/XP and Linux Kernel 2.4. Users can load OSes from a CompactFlash card. The device is 11 x 13.17 x 2.4 inches (HxWxD) and weighs 4 pounds. It can handle vibrations up to 1.3G and meets IP65 and NEMA 4 regulations. Mounting options include VESA arm and panel, desktop, and wall mount.

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Protect Your Operations From Power Failure

Emerson Liebert Availability Assessment Can Reduce Costly Downtime

by Paul Ferrill

RELIABLE POWER IS something most organizations take for granted. Protecting a data center with a UPS and backup generator is pretty commonplace. Dedicated cooling is another necessity to protect important systems from overheating.

Even with all those systems in place, there are still questions that need to be addressed. How long has it been since those systems were installed? Does the UPS have adequate capacity to keep the current computer systems running until a generator is brought online? Is the room cooling sufficient to handle the load if a compressor fails?

All these questions and more will be addressed when a team from Emerson/ Liebert performs its availability assessment. The Liebert availability assessment is a comprehensive assessment of businesscritical power and cooling systems. One major aspect of the service is a gap analysis that identifies areas of vulnerability and recommends policies to minimize risk.

"We hadn't really thought about our facility backup systems until Liebert approached us about doing their availability assessment," says Rick Rider, a systems analyst at CompuNet Clinical Laboratories. which provides laboratory analysis to a major level-one hospital and operates 24 hours a day, seven days a week. Downtime with any of its systems could literally be a life and death issue for doctors waiting on results from CompuNet's tests.

Typically the assessment begins with a Liebert power and cooling expert, trained

SNAPSHOT

Emerson Liebert Availability Assessment

Starts at \$2,000

Comprehensive audit of power and cooling systems to ensure that they are adequate to keep missioncritical systems up and running

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in administering the test, conducting interviews. The experts are trained to a certain level of understanding to be able to accurately assess the level of needs for the facility. The customer, who is typically a network manager or compliance or facility manager, provides background on network devices.

The Liebert engineer will go through an extensive interview and audit process, often with multiple managers at the facility, during the data collection phase. Upon completion Liebert delivers a comprehensive report providing metrics detailing a risk score, downtime analysis, gap analysis, and recommendations.

While there are a number of companies that offer assessments of business continuity, most only touch on the power and cooling aspect. Some power companies will offer a power audit, but this doesn't consider other issues, such as UPS or cooling capacity. The key to the Emerson Liebert offering is the comprehensive look at all the systems that keep a data center operating.

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Continued from Page 18

■ Acrosser Technology's new fanless micro embedded system sports a VIA Eden 600MHz processor and 512MB of memory. The AR-M9929 has a single LAN port, a VGA port, two USB ports, two DB9 serial ports, and an IDE interface. (Users can also get an optional CF interface.) The mother-board includes headers for audio, PC104, and an LCD and supports Windows and Linux. Acrosser claims that the AR-M9929 is dust-proof and is targeting the device at kiosk, gaming, security, and data acquisition uses.

Components

- AMD is offering Opteron 100 processors with support for ECC unbuffered memory. The move no longer requires the use of registered memory with Opteron 100 processors. The new processors will use AMD's 939-pin processor socket, while Opteron 200 and 800 series processors will continue to use AMD's 940-pin solution and will continue to support registered memory exclusively. Support for ECC unbuffered memory will be something AMD provides by default going forward as the Opteron processor begin to focus on new memory technologies including DDR2.
- LSI Logic unveiled single- and dualport 4Gbps Fibre Channel HBAs, the LSI7104XP-LC and LSI7204XP-LC, respectively. The PCI-X HBAs both feature 800MBps full duplex Fibre Channel ports and are capable of executing over 160,000 I/Os per second. In addition to using LSI's Fusion-MPT architecture to speed product adoption, the LSI7104XP-LC and LSI7204XP-LC are compatible with 1Gbps and 2Gbps legacy products; the HBAs automatically detect connection speed, so each port can operate at 1Gbps, 2Gbps, or 4Gbps. The HBAs support the T10 committee's endto-end error detection. LSI announced the HBAs will be able to use the MyStorage management software this quarter.
- PNY Technologies is partnering with NetCell to develop storage cards for PCs.

The new PNY storage cards will use NetCell's Revolution Storage Processing Unit, which allows the system processor to focus on other tasks. The new cards will come in 3- and 5-port configurations (\$199 and \$259, respectively). The new cards will feature a driverless design that supports RAID Level 0, 1, 3, and JBOD. In addition, the cards will support RAID XL, which combines the speed increases of RAID 0 with the protection of RAID 5. The card allows you to create arrays from multiple hard drives even if they're from different manufacturers. The cards are expected to be on the market sometime in the fourth quarter.

■ QLogic announced that its QLogic SANblade Fibre Channel HBAs, SANbox switches, and SANsurfer software all now support the Mac OS X operating system and the Xsan file system. Now users with Xserve RAID systems and Xserve G5 servers can deploy one SAN infrastructure to manage their storage to blade, rack, or tower servers running multiple OSes. The SANBlade HBAs for Mac OS X have a five-year warranty, and the SANsurfer software allows users to manage HBAs, switches, and disk arrays from one console.

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SOFTWARE

Application Development

■ Pronexus and Aculab have teamed up to offer EasiVoIP, a free starter kit that can help developers create and test VoIP applications. A 30-day evaluation version of Pronexus's VBVoice 5.3 development toolkit and four channels of Aculab's Prosody S host media processing resources are the principal components of the kit.

Business Productivity

■ Stellent announced improvements to its Imaging/BPM (Business Process Management) suite. Stellent Imaging/BPM Web Express is a Web client that lets a large number of users with multiple browser platforms quickly search and retrieve content. Stellent also added full Microsoft.NET support through the Imaging/BPM SDK (software development kit). The following additions further enhance Stellent Imaging/BPM: native displays of PDF and Microsoft Office documents; advanced document properties in the Web client; and added support for BT1034, Brooktrout's latest fax board. Stellent Imaging/BPM now supports Network Appliance's Snaplock storage device and UDO native and mixed optical storage devices.

Database & Data Mining

■ iAnywhere Solutions unveiled the newest version of Answers Anywhere, its middleware platform designed to build an easy-to-use application interface that includes powerful context understanding and natural language capabilities. Answers Anywhere 4.0 is compatible with wireless phones, PDAs, customized consoles, and desktop computers. In addition, this new version supports context awareness, a new hint and suggestions engine, simplified development components and templates, and automatic SQL generation. Furthermore, Answers Anywhere offers a range of input and output methods, including voice, email, Web, SMS/MMS, IM, WAP, and iMode.

Imaging & Printing

■ The new KX SpoolCenter from Kyocera-Mita allows users to group as many as three Kyocera-Mita printers or multifunctional devices into groups for improved printing capabilities. The software is compatible with all printers and multifunctional devices using Print Driver v3.1 and newer. The KX SpoolCenter supports several print modes including Tandem (which distributes print jobs to various devices and can increase print speeds to as high as 240ppm using three KM-8030s), Direct (which lets users send jobs directly to a specific printer), Broadcast (which makes printing multiple

copies easier), and Cluster Printing (which distributes large print jobs between multiple printers).

Security

- AdventNet has released an update for SecureCentral PatchQuest, its patch download and installation management software. The update includes support for Service Pack deployment and graphical reporting. SourceCentral PatchQuest 4.1 automatically distributes security patches, hotfixes, and updates over Windows, RedHat, and Debian Linux networks. It supports agentless and agent-based patch management. Users can export reports as PDF, XLS, or HTML files. The Free Edition will manage up to 10 systems. The Professional Edition costs \$300 for 100 systems, \$600 for 200 systems, \$900 for 300 systems, \$1,200 for 400 systems, \$1,500 for 500 systems, and \$3,000 for 1,000 systems. There is also a one-time \$395 server fee.
- Constant Data is targeting its new CDP (Continuous Data Protection) package at IT managers who need to create a retention and recovery system. The package keeps track of files' known good states and restores them to those states when they become corrupted or deleted. Constant Data believes that this method outperforms tape backups and snapshots. Customers who have Constant Replicator support contracts for August 2005 will receive the feature free.

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■ Diamelle announced Identity and Access Manager, which is designed to help businesses improve security, simplify the task of administering security across the enterprise, reduce operating costs, and improve end-user productivity. The IDM includes features such as rolebased Access Control, Single Sign-On, Password Management, User Self Service and User Provisioning.

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ZoneRanger 1.2 Extends Trusted Infrastructure Into DMZ

Tavve Adds New Features To Its Network Management Appliance

by Joseph Pasquini

WHILE NETWORK MANAGEMENT products are customarily used within internal networks, their use within a DMZ or extranet often raises alarms, due to the inherent unsecured nature of network management protocols such as SNMP. Consequently, firewall changes within some environments are often accomplished manually, which can be both time

consuming and prone to mistakes. With the release of Tavve's ZoneRanger v1.2 network appliance, the company is hoping to provide administrators with the means to securely manage their untrusted networks.

The ZoneRanger appliance, which is placed within the DMZ, uses 128-bit encryption to communicate between the firewall and NMS (network management station). Designed to be installed at

the same remote location with the devices to be managed, the ZoneRanger discovers network devices and TCP/IP applications automatically, and

with this information, it constructs a relationship database. Using a "one port, one rule" methodology, each ZoneRanger communicates with the NMS using Ranger Gateway, the included gateway interface software. All existing network management activities (SNMP traps, syslog events, NetFlow/IPFIX

data, and SFlow data) are conducted through the gateway over a single secured port.

ZoneRanger provides fault-management services such as status polling via ICMP, SNMP, and TCP. If a system is determined to be down, the Tavve device processes the failure using its root cause analysis technology to determine the source of the fault. In turn, the root cause is forwarded to the NMS via SNMP traps or email. The ability to handle overlapping IP address ranges, as well as Cisco log message forwarding, is also supported.

Enhancements to version 1.2 include true Syslog Relay host support and syslog message forwarding, enhanced installation and Windows support for Ranger Gateway, an improved user interface and gateway viewer, and improved communications performance. Other product features include a thin, 1U footprint; 10/100/1000Mbps Ethernet support; one serial access port; support of up to 500 nodes per DMZ, depending upon model; and a dual power supply option.

While network management solutions such as HP OpenView,

IBM Tivoli, Concord, and CiscoWorks have been around and established for quite some time, the recent entry from Tavve offers a unique alternative not found in other appliances. "ZoneRanger was designed from the start, using client feedback, as a specific sol-

ution for securely extending the trusted infrastructure to the untrusted areas," says Tracy Behar, Tavve's vice president of channel development. Behar explains that unlike ZoneRanger, the more traditional solutions would require the deployment of a separate enterprise management solution into each DMZ.



SNAPSHOT

Tavve ZoneRanger 1.2

Starts at \$5,000 for support of up to 20 DMZ-based devices; \$20,000 for support up to 500 devices

Cost-effective network appliance for DMZ and extranet management

www.tavve.com

Continued from Page 19

■ Funk Software is beta testing the SuSE Enterprise Server 9 (SLES9) and RedHat (Enterprise and Advanced Server 3) versions of its Steel-Belted Radius server. Funk Software's Steel-Belted Radius server now lets administrators implement a universal network access security policy on the Linux platform. The Steel-Belted Radius server can manage WLAN, 802.1x wired LAN, and remote/VPN connections. The offering currently authenticates against SQL, LDAP, RSA Security's Authentication Manager, and JDBC-compliant databases, while Windows Active Directory authentication is not supported.

■ GFI released Version 9 of GFI Mail-Security for Exchange/SMTP, an email content security solution that also detects exploits and threats and includes an antivirus solution. Key features for GFI MailSecurity include multiple virus engines, email content and attachment checking, exploit shield, an HTML threats engine, and a Trojan and executable scanner. Version 9 includes additional features that let administrators easily

use and manage the solution. GFI Mail-Security 9 has new quarantine filters, search options, and a Web-based configuration for management from any location worldwide, as well as the ability to set up custom quarantine filters to expedite the process of sorting quarantined mail and addressing it in order of priority.

■ StrikeForce introduced GuardedID, an antikeylogging technology designed for financial service institutions and ecommerce Web sites to protect customer identity. The program encrypts data at the keystroke level, preventing hackers from snagging vital information.

■ Symantec announced the availability of the Intruder Alert for the HP-UX11i v2 operating system. Symantec Intruder Alert enhances the ability of HP Integrity servers to detect unauthorized access and to take action to prevent system damage. This is a real-time intrusion prevention program that detects security breaches and other unauthorized activity and responds automatically. It is designed to

work as a complement to firewalls and other access controllers.

Storage

■ ATTO has announced ATTO Xtend SAN iSCSI Initiator 1.1, which includes Mac OS X 10.4 (Tiger) support. Xtend SAN can create SANs with existing Gigabit Ethernet infrastructures. ATTO Xtend SAN iSCSI Initiator 1.1 has tools for blocking storage access over existing Ethernet-based networks. It uses an iSCSI protocol to determine the proper rules and processes for transportation of SCSI data over TCP/IP.

Systems Management

■ Collation announced Configia 3.0, the latest version of Collation's application infrastructure mapping software. With many new features based on feedback from customers, including the World Bank and Nielsen Media Research, Confignia 3.0 is specifically designed to provide the enterprise-wide visibility needed for these organizations to deliver reliable IT service.

SERVICES

Web Conferencing

■ Macromedia announced a Web event solution called Macromedia Breeze that provides customers the ability to create, host, and manage a Web seminar for a lower cost than attending a trade show or in-person event. Macromedia Breeze supports data exchange with a company's marketing and CRM system as a way of enabling easy import of prospective customer information, registration, and attendance tracking, along with the ability to export the results back to a CRM system for sales follow up. Macromedia Breeze includes an online seminar room for up to 2,500 participants and event management and tracking capabilities. In addition, customers have access to a Macromedia Breeze event services team that helps clients focus on marketing and reduces the time spent planning, coordinating, and moderating an online event. Anyone with an Internet-connected PC and the Macromedia Flash Player can join a Breeze event.

Policy-Based Wi-Fi Security For The SME

Senforce Safeguards Systems From Wireless Computing Vulnerabilities

by Daniel P. Dern

WIRELESS NETWORK SECURITY, and security for wireless-enabled computers, isn't just about securing the network, according to Senforce, and the company believes that security wireless RF isn't the same as security wireless-enabled computers.

"Most companies are trying to manage Wi-Fi by managing their RF spectrum, e.g., with Wi-Fi gateways and RF detectors," says Kip Meacham, director of product management at Senforce. "We believe that IT people aren't RF people."

"You need fine-grained controls to implement your Wi-Fi policies to handle access both inside and outside the company network," says Dan Keldsen, consultant and CTO for the Delphi Group, a Perot Systems company. "Access policies have to be situationally aware."

Senforce Technologies' new Senforce Wi-Fi Security, also known as SWIS, a subset of features from Senforce's overall Endpoint Security Suite, helps secure and protect an enterprise's endpoint PCs' Wi-Fi connectivity both on and off its managed network infrastructure.

"Many internal Wi-Fi security problems occur after employees purposely or accidentally deactivate traditional firewall and antivirus software installed on their systems," says Scott Richards, vice president of product management at Senforce. Other problems, says Richards, "occur when well-meaning employees deploy Wi-Fi access points on their own in remote offices, lobbies, cafeterias, or when they establish their own wireless networks at their homes. Even if enterprises activate the security features found in various Wi-Fi standards, those organizations remain vulnerable to wireless security threats both inside the corporate network and on home or public-pay wireless networks."

SWIS consists of server-side software, which includes the management console and policy editor, and client-side agent software. The policy editor works with leading directory schema, such as Active Directory, LDAP, and NT Domain. The server portion runs on Windows Advanced Server 2000 or greater; the client runs on all versions of Win2000/XP.

According to Senforce, SWIS prevents connection to rogue access points; prevents/disables at-risk network activities, such as network adapter bridging; disables Wi-Fi connectivity when

SNAPSHOT

Senforce Wi-Fi Security

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using a wired LAN; and enforces use of WEP or WPA on all Wi-Fi connections.

Senforce can also ensure that users' computers can only connect via approved Wi-Fi access points, disallow Wi-Fi ad hoc network connections by location and control Wi-Fi usage by network location (that is, on the road vs. at the office or at home), and disable/restrict use of Bluetooth and infrared communication ports. Additionally, SWIS enables security administrators to automatically distribute and apply WEP and/or WPA preshared keys without any end-user intervention.

Competitors include AirDefense and AirMagnet, which do RF monitoring, and wireless gateway products from BlueSocket, Vernier Networks, and other gatewayoriented vendors. These products typically don't include client-side agents as they protect/manage connections to company wireless network infrastructure; they don't protect computers using wireless connectivity outside companymanaged networks. SWIS will not manage connections from wireless PDAs or other non-Win2000/XP devices. It does provide rogue access point monitoring and reporting by using computers running the SWIS client as a detection grid.

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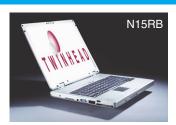
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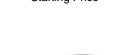
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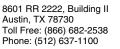


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OPINIONS

The National Pastime & Brocade

The recent steroid scandal in baseball brings into focus the mentality that cheating is OK as long as you don't get caught. We've taken the "not guilty until proven in court" legal tenet and applied it with disappointing breadth and depth through all walks of life. We like to think that a hero rises above self-indulgent acts and does the right thing when it needs to be done. We become more cynical and untrustworthy when we discover that our heroes are not as ethical as we had assumed.

One of our problems is that we don't know how to choose our heroes. Politicians and their staffs cheat, news agencies cheat, heroes for us. It's a little scary to think that we might be learning about ethics in an environment where most consider the subject as an afterthought or a joke.

Initial Success

In the early days, Brocade was one of the most impressive young companies in the industry. Its engineering capabilities were the best in the business, and it leveraged them skillfully on the business side. Many of the early successes the Fibre Channel industry enjoyed had Brocade technology at the core.

Prior to Brocade's IPO, the original CEO Bruce Bergman was replaced by Greg Reyes, a much better one of the hottest technology companies for investors with fantastic promises of creating new corporate infrastructures that would rival the scope of the Ethernet and IP networks.

The company spins spewed by Reyes on investment conference calls were almost beyond belief, and the arrogance in his delivery was alarming. In some ways his behavior resembled that of athletes on steroids, as he showed little tolerance for dissenting opinions or challenging questions. In retrospect, his attitude should have raised more doubts about the company's business prospects, but this was at the end of the dot-com era, and nobody wanted to get off the boat.

Ashok Kumar, the Piper Jaffray analyst who called the end of the bubble with his downgrade on Intel, had been sparring with Reyes for months, questioning the legitimacy of Reyes' claims. No surprise that Reyes' most vituperative comments were reserved for Kumar. Later, when the bubble burst, it became bone-crushingly

obvious that Kumar had been much more correct than Reyes about the company's business prognosis.

At one point, Reyes' holdings in Brocade placed him among the wealthiest people in the United States, and his name appeared on the short list of the Who's Who. This is no longer the case because Brocade's stock price has found its true place in the world at \$4, but Reyes did manage to sell a large tions in SAN technology, such as virtual networking, that have become winning features for its competitors. Advancements in Ethernet and IP storage networks



MARC FARLEY

Marc Farley is the author of "Building Storage Networks," the leading technology book in the field of storage networking. He is also the president of Building Storage, Inc., a company that provides consulting and educational services to the network storage and financial services industries. Farley regularly writes and speaks about storage networking technology and is an online expert for the SearchStorage Web site.

number of shares when it was one of the most overvalued stocks in the world.

The Downward Spiral

Since Reyes took it over, the company went from being a leading innovator to a follower. The company screwed up with a delayed introduction for its much anticipated 12000 enterprise director product. Brocade ignored major new innovawere ignored completely, leaving the company without a significant growth path in one of today's biggest growth areas.

Under Reyes' watch the company has had to restate four years of earnings and is now the subject of a major SEC probe. Also on Reyes' watch, with his backing, Brocade made a deal with Cisco for the development of a Brocade blade to operate in

a Cisco enterprise networking switch, giving Cisco the chance to understand in great detail how Brocade's technology worked. The project was canceled, eliminating any strategic advantage for Brocade and helping to create the most dangerous competitor possible in Cisco.

Today a lot of good people are working hard to save the company. It may not matter that much that Reyes is being paid over \$900,000 per year as a consultant. For what? There is no spin that will convince me that there is adequate return on that investment. His credibility has worn pretty thin.

Which leads me to my final point. Brocade was operating like a company on steroids in its heyday. There may or may not have been cheating going on with accounting there. Investment fraud may or may not have occurred. The stock price history speaks for itself. All of this under the watch of Greg Reyes. For everybody who thinks his millions justify making him a role model for business behavior, I would advise them to think again. He is no hero.

Send your comments to marc@processor.com

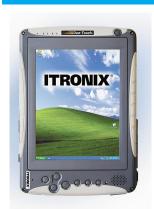
Brocade was operating like a company on steroids in its heyday.

athletes cheat, pop stars cheat, and, of course, business people also cheat. Like it or not, our business environments also produce

dressed, better looking, and much more aggressive (some would say ego maniacal) businessman. In the following years, Brocade became

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OPINIONS

The Last Bastion

I'm still pounding away on documenting the ADO.NET Command class for my new book. At this point it's grown so large that I had to split it into three chapters. That's understandable as Command objects are vitally important to ADO.NET. Unlike ADO classic where you didn't really need a Command to execute your queries, in ADO.NET, Command objects are the only way to execute SQL.

Last time I talked about preventing SQL injection attacks through judicious use of the Command object. In that context, Peter Blackburn (who's helping me with the book) pointed out a site he came across in the United Kingdom (which will remain nameless) that was wide open for SQL injection. It's a major German retailer, and within a few minutes . . . Well, I won't go there. They're lucky we have scruples. I showed Peter a similar site here in the United States (a major oil company) that despite being warned has not fixed its problem. I guess these companies don't realize how vulnerable they are. It's unsettling that so many companies large and small have exposed everything on their databases to the worldwide network.

Preventing "Bad" Data From Getting Into The Database

As you probably know, the Command object in ADO.NET is used to manage the SQL you want to execute, but it's also the last bastion of protection for new data and changes being sent to the DBMS. The problem I've been documenting over the last few weeks is (IMHO) pretty serious and something that Microsoft has not really addressed since the Framework was introduced over five years ago. In ADO classic if you set the Value property in a Command object's Parameter and the datatype is not correct (the Value type does not match the Parameter type), the assignment throws an error—at that point in the code. Your code knows immediately that the data

being provided for the specific column or WHEREclause argument is incorrect, and you can do something (specific) about it.

In contrast, suppose you set up a Parameter object in ADO.NET and carefully define the datatype and size. When it comes time to set the Value property, ADO .NET does not check the assigned value for anything. A column defined as a byte can be assigned a value of "Fred." A string Parameter object's Value property can be set to a number or anything else. No, Visual Basic .NET and the compiler aren't doing magic coercions behind the scenes.

Microsoft Can't (Easily) Fix The Problem

I talked to the Microsoft developers that implemented this approach and found their rationale was . . . thin. They said that the constructor overloads used to build the Parameters did not set the datatype before the Value was set, so they had no way of knowing if the Value conformed to the type (or size) upon assignment. I'm not thrilled with this, but it's too late now.

If Microsoft suddenly changed the assignment rules, code would break all over the world—any code that assigns incorrectly typed and sized data to the Value property. Microsoft chose to defer the validity check to the execute functions. That is, when you execute ExecuteReader or one of the other Command functions that execute the SQL in the CommandText, ADO.NET checks to ensure that the Parameter Value properties are set correctly. This means that you won't find out if the Value is correctly typed or sized until it's too late to (easily) determine which one of the (perhaps dozens) of Parameter Values is incorrect. When the ExecuteReader (or Update method) fails, your code throws an Exception, but it (essentially) says that something is wrong with the Value. You have to figure out which Parameter is wrong and why-and for that you're on your own.

Validating On Your Own

So over the last few weeks I've been working on routines that validate the Value. That is, I'm writing a function (or two) that given a Parameter object definition tests the proposed value and makes sure that the datatype matches the type defined for the Parameter and that the



William (Bill) Vaughn is an industry-recognized author, mentor, and subject-matter expert with more than 30 years in the computing industry as a developer, manager, trainer, marketer, and writer. After 14 years at Microsoft, Vaughn stepped away to work on his new books, in addition to mentoring and leading training seminars. He's written six editions of the "Hitchhiker's Guide to Visual Basic and SQL Server" and two editions of "ADO.NET and ADO Examples and Best Practices for Visual Basic Programmers." He and Peter Blackburn just finished "Hitchhiker's Guide to SOL Server 2000 Reporting Services."

^ BIO NOTES bill@processor.com

specific type.

Next week I'll be on the WILLIAM (BILL) VAUGHN

Microsoft campus discussing the next version of ADO .NET with the development team. I'll continue lobbying for changes in this areachanges that won't break existing code. At this point I'm thinking it would help if there was a property on the Parameter object that requires ADO.NET to ensure type and size purity when the Value property is set. But I'm also mulling over a "type-safe" TextBox control that would only accept data that conformed to a specified datatype. For example, if you set this property to "Int16," the TextBox control would only accept values between -32768 and 32767; it would not accept a string. Perhaps this would help make sure the value provided by the source of most evil data (the user) at least conforms to a

value size is not greater than

the defined size. Because of

the way datatypes in the

DBMS providers don't map

one-for-one with the Frame-

work types, this can be a bit

complex. I've managed to

work this out, and I'll include

the routines in the book.

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OPINIONS

TECHSPERTISE

Greater Computing Mobility Means More Accidents

As laptops more frequently become workers' primary computers and as more people work from home, accident stories are on the rise. Stories that come into the CDW Technology Services Specialty Team vary from the common, "I dropped my computer on the street," to the bizarre, "A bulldozer ran over it."

Unfortunately, when laptops are dropped or have water damage, they often cannot be repaired without specialized tools and parts. It is often likely that it would be more economical to buy a new laptop than pay to have the old one fixed.

Manufacturers have responded to this problem by creating a service called ADPS (Accidental Damage Protection Service), a program that provides additional coverage when inadvertent mishaps such as spills or drops occur. You can purchase it regardless of where or what brand of computer you buy.

We've seen this service increasingly become attractive to businesses partly because it provides an extra measure of cost certainty on computing purchases. You can never know how often your users will break their computer, so it is difficult to include replacement costs in your budget. Under this service you typically pay about \$200, and your computer is replaced free if it cannot be fixed by the service provider. This compares to a cost of up to \$1,200 to replace a cracked screen.

We have seen many IT managers purchase this service for employees who work in the field or in their homes because of the increased likelihood of damage. There have been more than a few cases of computer damage when a user's child spills juice on the computer or a laptop goes through airport security. When damage occurs, the user sends the computer directly to the service provider, avoiding the extra steps of sending it back to the IT department and having an IT staff typically not covered by a standard warranty.

What Is Not Covered By ADPS?

ADPS will not pay for repairs resulting from intentional damage. The manufacturers get to deterservices are available if you should need them.

Know Terms & Conditions

While ADPS is available throughout the industry, terms and conditions vary across different manufacturers. It is

CARRIE WACHOB

Carrie Wachob is a senior technology services specialist who has been with CDW Corp. for seven years. She is an expert in service solutions from several leading manufacturers, including HP, IBM, and Lenovo. Wachob helps lead CDW's technology services team, whose members help customers design, evaluate, and select business IT services.

member send it out for repair and then back to the field employee.

I Have A Warranty; Why Do I Need ADPS?

Most warranties are primarily designed to cover parts that were defective before you bought the computer. If a part becomes defective after the user spills coffee on the keyboard, it is generally not covered by a warranty but is covered by ADPS. Screen damage, such as cracks, tends to be one of the more common maladies from broken laptops. It is

mine the distinction between accidental and intentional. In our experience, though, most of the major manufacturers are pretty flexible to keep customers happy, but if a laptop comes in appearing to have been kissed roughly by a hammer, you'll likely be out of luck.

Data recovery services are also not included. If your hard drive is accidentally damaged, ADPS includes fixing or replacing the hard drive. It does not mean you will be able to recover lost data. Before you buy a computer, get advice on what recovery

important that your technology provider helps you understand all the program nuances to make sure you understand the benefits and limitations before you buy.

The most common source of customer frustration is that they forget when their warranties expire. When you get any kind of warranty, create a reminder system to give you at least a 30-day alert so that you can schedule appropriate work to be done. After warranty expiration most manufacturers take a hard line, so you may be out of luck.

Do I Really Need ADPS?

We recommend considering how and where the machine will be used to determine if the user needs the service. Is the machine going to be used in an office or a home? How frequently does the user travel with the computer? Is the machine going to be used on a work site? The more the machine is at risk for accidents, the more likely you need ADPS. It is also worth noting that you can buy ADPS for Tablet PCs and some highend PDAs, as well as desktops and laptops. Since tablets and PDAs are very mobile, they may be good ADPS candidates.

"Growing worker mobility makes accidental damage protection more important to businesses today," says Lance Millington, a partner business manager at HP. "Taking your laptop from place to place increases the odds of an accident, and this service is a good way to minimize downtime when a mishap occurs. Businesses simply can't risk productivity loss."

Send your comments to CDW@processor.com

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A Look At Vendors For VPNs

Cisco May Lead, But Smaller Firms Rise To The Challenge

by Bruce Gain

DEMAND FOR VPN applications should continue to grow as long as enterprises seek safe connections for remote access to the main network. But when you're selecting a VPN appliance and software vendor, the biggest vendor is not necessarily your best bet.

It's likely you have selected or are about to implement a VPN solution for your enterprise's remote user connections. Mobile users, and those who work from a remote office or at home, increasingly require connectivity to the main network from anywhere anytime through a Web browser interface. Revenue generated by VPN equipment and software to make that happen should grow into a \$3.6 billion market by 2007, according to Infonetics Research.

Your enterprise users, for example, might need to access company data from an Internet connection from different locations and devices, ranging from a home computer to a hotel office PC to an assortment of PDAs, handsets, or smartphones. Setting up VPN connections helps ensure connectivity and requisite end-to-end encryption of data between the user and the enterprise network connection.

Cisco continues to lead this market, according to analysts, and offers a range of powerful tools bundled with many other application solutions as

VPN capabilities from any Web browser. The switch-based security service module family brings customers SSL VPN while supporting existing installations of Cisco Secure Desktop, which offers preconnection security posture assessment and eliminates traces of sensitive data, Cisco says.

Cisco designed its WebVPN Services Module with large and midsized businesses in mind; the company says it supports up to 8,000 concurrent SSL VPN remote access users per module and up to 32,000 users per chassis. Virtualization capabilities on the WebVPN Services Module enable a physical module to act as multiple, logical SSL VPN gateways, with each having its own policy and management support, Cisco says.

Aventail's Legacy

According to company representatives, Aventail has a long history in the VPN space, which Cisco does not. "It helps to be one of the early players in this space, and Aventail pioneered the SSL VPN market back in 1996 and continues to be a market leader," says Chris Hendricks, product manager and competitive analyst for Aventail. "If a market is large enough, there is always room for one strong, independent player in the space."

creating hybrid products, like Cisco's, that combine SSL and IPSec protocols. The problem with this approach is that it brings with it all the problems IPSec has with remote access, compromising both user access and productivity and the security of the network."

Aventail's EX-1500 SSL VPN solution reduces the time and amount of work for administrators by providing centralized administration with just one rule set for all resources and access methods. With the Aventail Policy Server, the administrator doesn't have to write separate access policies for different resource types or access methods, so establishing access rules is three or more times faster than other SSL VPNs, according to Aventail's lab testing. Its built-in, configurable device and zone profiles are among its highlights, the company says. Other features include how Aventail End Point Control lets administrators set granular access rules based on the level of trust for an end point.

different vendors are trying to ap-

proach customers' desire to have one

solution for all remote access or are

F5's VPN Connectivity & Security

F5 Networks' most recent version of its FirePass Controller secure SSL VPN solution purportedly offers ubiquitous secure application access, simplified and scalable management, advanced application security, and enterprise-class hardware. End users can have access from practically any location or client device with many access modes, including dial-up, DSL, cable, and wireless networks, and, the company says, it is the only SSL VPN product with an open API and SDK.

F5's VPN solution succeeds by combining anytime/anywhere connectivity, necessary security connections, and performance, according to a white paper authored by Stratecast, a subsidiary of Frost & Sullivan. "F5's FirePass is a leading SSL VPN solution in melding all three of these components together," Stratecast says.

Down The Road

Choosing the right vendor will depend on a careful assessment of what your enterprise's needs are and how or if one vendor's offering can meet those needs. Meanwhile, firms should continue to add features and functions to their VPN products as the market continues to grow.

Setting up VPN connections helps ensure connectivity and requisite end-to-end encryption of data between the user and the enterprise network connection.

the largest networking solutions provider. But specific to VPNs, offerings vary, and no single VPN appliance, software package, or underlying technology is the same.

Smaller vendors, such as F5, Netgear, Aventail, and others, shouldn't be discounted when it comes to locking down your enterprise's remote connections with VPN access. Cisco may be the largest, but its solutions are not necessarily the hands-down best.

'Is there room for small vendors in VPN? For all the talk about consolidation, especially for small to medium-sized businesses, there are plenty of opportunities for smaller vendors with the right product," says James Governor, an analyst for RedMonk. "You can say a lot of things about Cisco, but are its [VPN products] aimed for small customers? They are not."

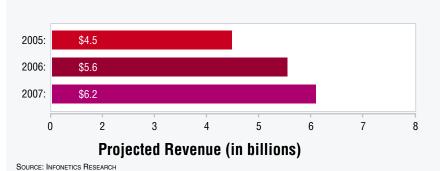
What Cisco Can Offer

Cisco's recently launched WebVPN Service Module, however, is by no means a risky bet, especially for those small to medium-sized enterprises approaching the 1,000-user level. Cisco says it has designed the solution to provide both enterprise and service provider customers with remote SSL

Additionally, Aventail says it does not attempt to offer a single offering for all network access solutions. "While there will be companies that want to stick with a single brand for all networking and security products, such as a full Cisco shop, most enterprises are choosing a best-of-breed strategy, where they work with the best products and technologies for a given space, be it a firewall, load balancer, antivirus, or SSL VPN," Hendricks says. "What's also interesting in the market right now is how

VPN & Firewall Hardware & Software Revenue

Infonetics Research reports that revenue for VPN and firewall hardware and software will likely continue on its growth track. Here are the projected revenue numbers.



A Feast For Your SME Ears

How Podcasting Can Help Your Enterprise

by David Garrett

NO DOUBT YOU'VE HEARD of podcasting. These days, the trend that began in basements is frontpage fodder for The Wall Street Journal, The New York Times, and dozens of other major-league

As well it should be. According to some, podcasting could be as big as blogging—and it just might

Podcasting Sites

Here are some of the best podcasting sites, in our opinion.

www.podcastingnews.com

This site is an excellent resource for trends and software.

www.podcast.net

This well-designed site is a wideranging list of podcasts sorted by

www.apple.com/podcasting

Apple's microsite is a nuts-andbolts intro to podcasting.

be useful to your business. But what exactly is it, and how can something that began as a hobby for end users become a killer app for the enterprise? And what do you need to do it?

What Is It?

A podcast is just a recording, most often an MP3, that you post them free, discussing extremely varied subjects. Last month Steve Jobs, Apple's founder and CEO, announced that iTunes would support podcasts in version 4.9, and the trend went mainstream overnight.

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A Corporate Use?

There's also a place for podcasts in your company. First, IT and data center managers can listen to podcasts about IT itself. You can find several sites that

To make a podcast, you need only a microphone, simple recording software, and a Web server or intranet to host the MP3s.

online. Think of it as an audio blog that users can download and play on desktops, laptops, MP3 players, PDAs, and iPods, from which podcasting takes its name. (It's a blend of iPod and broadcasting.) Most users find podcasts by using RSS.

Right now there are more than 7,000 podcasts online, all of have podcasts on subjects such as MySQL or new software. By and large these are chats with experts who simply like to share their knowledge.

But that's just the beginning. Podcasting can be used in many ways in your enterprise. You can send out your monthly newsletter as a podcast. You can podcast the

answers to common help desk questions, so users can listen to support advice instead of merely reading it. You can record a meeting or conference call and then post it online. And don't forget that your firm can use podcasts as sales tools. Brand names such as Volvo have already tried it, and more firms are jumping onboard.

What Do I Need?

To make a podcast, you need only a microphone, simple recording software, and a Web server or intranet to host the MP3s. Most podcasting software is free, but if you have finely tuned ears and want the apex in high-end audio, try fancy titles such as Adobe's Audition or Sonic-Foundry's SoundForge.

Of course, as a data center or IT manager, you'll need to worry about more than software if podcasting takes root in your enterprise. You'll have a new technology, and thus a new set of problems, to support. Users will tap you for questions from turning on their microphones to adding sound effects.

And of course you'll have to consider your bandwidth. Even the smallest MP3s are larger than emails or Word and PDF documents. If you post a podcast that's meant to be heard by 1,000 employees, most of whom will download it in the same window of time, you'll need enough bandwidth to prevent clogs and delays.

But despite these headaches, podcasting can be a boon, not a bust, to your enterprise. Done

well, it could be music to your

Podcasting Software

ears. P

Podcasting software is free and abundant. Some of the most common apps are listed below.

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www.industrialaudiosoftware.com

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FeedForAll

www.feedforall.com

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MixCast Live

www.mixcastlive.com

One of the best-known apps. Download a free trial or purchase it for \$39; a purchased copy also gives you 200MB on BigFeeder.com.

Podifier

www.podifier.com

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Write Down Your Passwords?

Challenging Conventional Wisdom Regarding Security

by Chris Jackson

FOR A FIELD that prides itself on rigorous thinking, it's surprising that the IT security realm waited so long to challenge one of the more common guidelines: password security. Yet until Microsoft's Jesper Johansson spoke in May at a conference in Australia, most IT departments had a golden rule: Never write down your password. What Johansson encouraged companies to do was exactly the opposite, encouraging them to allow users to write down passwords.

In many cases the old prohibition has been a sound policy. Horror stories of users writing their passwords on sticky notes affixed to their monitor were

common. Others kept a copy of their passwords underneath the keyboard or mousepad. Yet as Johansson pointed out, passwords strong enough to resist dictionary attacks are too difficult to memorize.

Password Risks

The risks of continuing this policy are inadequate passwords. When we require a user to memorize a password, we drastically limit the strength of the passwords on our systems. Users will use the minimum number of characters required and often try to use words embedded in the password.

Users will also use the same password on multiple systems. The security implication of this is clear: Once a password is compromised, an attacker can breach multiple systems with ease. Users also game the system by circumventing password aging. Password aging attempts to require users to change their passwords at regular intervals. By keeping track of previously used passwords, the systems try to force users to use fresh passwords.

However, savvy users simply determine the number of old passwords kept in history and then devise a scheme as follows. The initial password root is something easy to remember, such as "spaghetti." Next the user appends a numeral to it, denoting which month the password is for. So for January the password would be "spaghetti01." June's password would be "spaghetti06" and so on.

Dictionary Attacks

The most egregious security problem is the use of easily attacked passwords via dictionary attacks. Password cracking utilities using dictionaries of commonly used words can crack word-based passwords easily. Even adding a few random characters to a word doesn't cause problems for these tools.

Strong Passwords

Using complex passwords mitigates the need for complicated password aging schemes and draconian password policies. A strong password is susceptible only to a brute force attack that attempts every possible character combination. Not only do strong passwords increase the amount of time required to brute force the password; in coordination with other security policies, they can make your systems even more robust.

Most password systems can (and should) be configured with a maximum number of failed attempts. If you mistype your password five times, for example, you would need an administrator to unlock your account for subsequent login attempts. The stronger your password, the more attempts a miscreant will need to break into your systems.

The Solution

Letting users write down a strong, complex password encourages them to choose robust

passwords that can make brute force and dictionary-based attacks fruitless. Users will also be more inclined to keep passwords unique to each system they access. As long as users safeguard their password list, the increase in password security will often offset the decrease in the physical security of the passwords.

It's important to maintain physical security of your password list. Keeping it in your wallet or purse is probably the safest location because you're already comfortable with safeguarding your money and credit cards. Your password list should be small and obviously not titled "Company Password List." In the event your password list is lost or stolen, you don't want someone to realize they've just discovered the keys to your company. You'll also want to change your passwords more frequently.

Password Utilities

If entrusting your passwords to a piece of paper in your wallet seems foolhardy, you may want to investigate a free application written by security guru Bruce Schneier. Password Safe (www.schneier.com/passsafe.html) is a Windows utility that encrypts your passwords with the Blowfish algorithm. All you'll need to remember to access your passwords is a single passphrase.

The stronger your password, the more attempts a miscreant will need to break into your systems.

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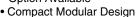
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Equipment's Residual Value

Get Something For Equipment That's Giving You Nothing

by Christian Perry

SAYING GOODBYE isn't always hard to do. Unlike obsolete, unusable items, equipment that still holds value presents potential revenue or other opportunities for companies that take the initiative to address it. But it's that first step toward action that's crucial because most equipment that sits dormant in a closet will eventually turn obsolete and worthless—and sooner than you think.

"A common mistake a lot of companies make is not having a plan to dispose of equipment the minute they're finished using it," says Kevin Dooley, senior vice president of business development at Intechra. "The minute that users finish using it and it's being replaced, their disposal plan ought to kick in because this stuff loses value on average of 5% to 8% a month in terms of residual value."

Chances are astoundingly high that at this very moment you have some older equipment that's not only unused but not even considered. Perhaps you don't want to expend the man-hours necessary to examine the devices to see if they're working, remove any sensitive data, and then sell them. If companies plan to sell off equipment themselves, ignoring certain equipment is occasionally justifiable because the work necessary to prepare and sell the equipment would cost more than the actual return.

But because multiple options exist for dealing with equipment of any value, it's important to consider all angles before allowing devices to collect dust. There's almost always a little value somewhere in old equipment, and you'll appreciate the recovered space when it leaves the door.

Pick A Choice

Depending on your needs, unused equipment's value doesn't necessarily need to translate into hard cash. Some equipment manufacturers have tradein programs that not only provide rebates for new equipment but can also save you disposal costs. For example, HP offers free shipping and packaging on trade-ins for any server equipment, and that old equipment can get you up to 15% off the Internet list price of new ProLiant servers. Don't shy away from potential deals like these if you're not an existing customer of a manufacturer because programs such as HP's are open to anyone, including customers buying direct from HP or through channel partners.

Donations are another effective method of extracting value from old equipment because they can be used for tax write-offs. However, as stockpiles of obsolete computers continue to grow, charities aren't as likely to accept equipment unless it's obviously useful, and there are also other hazards involved in the process.

"You can't donate your liabilities when you donate the asset," Dooley explains. "Just because you donated something to a charity, you're still on the hook for the data that's on the machines, and you're on the hook for whatever the charity decides to do with it. So even if you've got a certificate from Goodwill saying, 'Yeah, we took a hundred of these machines,' and Goodwill turns around and sells them off and they end up in a landfill, Company A that donated them

is basically still on the hook for the liabilities."

Self Selling

If you choose to donate, you'll need to assess a fair market value for equipment, and you can find guidelines for that process in IRS Publications 526 (Charitable Donations) and 561 (Determining The Value of Donated Property). Of course, determining the value of your equipment is also essential if you plan to sell it yourself.

The easiest method for pricing any equipment is by inspecting sales of the same equipment by other companies. eBay is a prime source for used com-

Give It Away

Local nonprofit organizations, schools, and churches often accept used computer equipment, but you can also donate through the following organizations.

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puter equipment, so if you want to see what your equipment is worth, search through recently completed listings. If you have the labor to lend to the auction process, eBay can also be your selling source because it has a massive international customer base. Those old keyboards stacked in the broom closet might not be worth much in the United States, but bidders in Japan might be willing to pay a premium for them. Also check out www.Processor.com for a searchable collection of thousands of for-sale listings.

You can also sell equipment using local classifieds, and although this usually won't generate as much interest or return as an online auction, it requires little effort, time, or money. Regardless of the selling method, it's imperative that you ensure your equipment is in working condition (and advertise as nonworking if not) and that all data is erased from hard drives and other storage mediums. Identification tags should also be removed from all devices.

Unloading your old equipment and receiving something in return requires some work, but it's well worth the effort, according to Dooley.

"There's just no reason to stick it in a closet and let it stick around because all you're doing is eliminating any recovery you might have had to apply toward solving your liability issues. You're probably insuring it; you're tying up real estate with it. There's lots of hidden costs that you don't realize by having it sit around."

Bring In The Big Guns

No interest in donating equipment or selling it yourself? No problem. Used equipment sellers are more than happy to take equipment off your hands, but traversing this terrain can be tricky, particularly if you're looking for the best, safest deal.

Most buyers will take an inventory of your equipment, in person or over the phone, fax, or email, and give you a quote. However, these initial quotes aren't always static because many buyers supply the quotes based on a customer's stated condition of the equipment. If the actual condition of the equipment is lower than the buyer expected—and often it is—the buyer will subtract money from the original quote to fix the problems.

By comparing the prices of used equipment offered by resellers and sold on sites such as eBay, you should have a reasonable idea of what your equipment is worth before you enter the selling process. If you don't want to bother selling at all, some companies will take your equipment off your hands for free, but this seemingly easy solution isn't without risk. According to Intechra's Kevin Dooley, shady companies will pull anything valuable from that equipment and dump the rest in a landfill. If the pollution is discovered in the future and traced back to the company that gave away the equipment, major problems could arise both with the government and public perception.

"There's a bad reputation for the asset recovery industry because there's so many little brokers out there that will do that, and those liabilities will come back to haunt their customers," Dooley says.

Another option is consignment, where a company will take your equipment and pay you a percentage of anything it sells. Consignment is especially useful for data center equipment, according to Dooley.

"Consignment works well for data center and higher-end communication equipment where resale cycles can be much longer, but the resulting values make consignment worthwhile."

What's Happening

Crazy Like A Fox

Mozilla's Firefox Leads The Charge For Secure Alternate Web Browsers

by Stephen J. Bigelow

THE WEB HAS BECOME an essential tool for modern businesses. Corporate Web sites provide detailed information and even data access for business partners and clients, as well as process orders and requests. Conversely, users employ Web browsers to perform research, place orders, manage hardware remotely, and perform a myriad of other business-critical tasks. Web browsers have emerged as an irreplaceable business tool, and they have come a long way from the early hypertext and graphic utilities of the early 1990s.

But the evolution of Web browsers has not been smooth; competition has been tight, and performance and security issues have plagued even the most popular Web browsers. Asa Dotzler, community coordinator at Mozilla, says that a new generation of secure, robust Web browsers is needed to combat increasingly complicated (and hostile) Web activity.

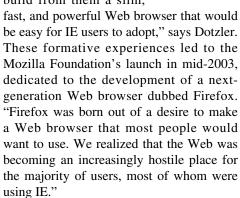
Fox Hunt

The Mozilla project emerged in 1998 with the release of Netscape Communicator source code, leading to the Mozilla 1.0

Mozilla

Firefox

release in mid-2002. Unfortunately, early efforts led to mixed reviews. "Mozilla's 1.0 release didn't appeal to enough of those IE users, but we knew we had a great set of technologies in Mozilla so we set out to take all of the great technologies developed by the Mozilla community during the previous four years and build from them a slim,



Mozilla's Firefox 1.0 made its debut to

subscribe to RSS feeds that many Web sites offer. It uses the familiar Bookmarks/ Favorites interface and brings RSS to an entirely new audience."

Firefox is also highly extensible. "Firefox's extension architecture, which allows third-party developers to add new features or augment existing features in Firefox, has also been a big success. There are more than 700 extensions available for Firefox today," says Dotzler.

Refining & Improving

Although Firefox was touted as a more secure browser, eliminating many of the security issues that Microsoft seemed slow to address successfully, Firefox has seen a number of security flaws. "At Mozilla we believe that security is a process, and we're always working to improve," Dotzler explains. "To answer more specifically, yes, there have been a number of security bugs discovered in Firefox 1.0, mostly by our community of developers, security researchers, and testers. We work hard to address those as quickly as possible and to deliver updated versions of Firefox to our users."

Dotzler notes that the rapid discovery and

correction of discovered flaws is attributable to Firefox's open-source architecture, along with the enthusiastic support of the open-source community. "Our ability to turn around security updates for Firefox is directly attributable to the opensource platform. It's a bit counterintuitive, but fixing the problem in Mozilla browsers is often easier

than finding it in the first place. We have hundreds of contributors that are involved in creating and distributing these security updates," he says.

But security does remain an important focus at Mozilla. "We've also taken measures in Firefox's download and install system to prevent what we call 'drive-by installs' where the user is tricked into agreeing to download or run malicious software. Firefox requires that a user give Web site permission before it can even ask to install software, so users will be an eager Internet community on Nov. 9, much more aware of what's happening.

technologies. Web developers will be able to take advantage of support for even more of the CSS language, SVG, Canvas, and other Web languages. We've also made significant improvements to the speed of Firefox. Users will find navigating Web pages to be considerably faster," says Dotzler. "I think that hardware-accelerated

graphics will finally happen for browsers (to support richer, more usable browserbased applications)," says Dotzler. Along with new graphics technologies such as SVG and Canvas, Dotzler looks to new Web technologies that promise to further blur the line between Web applications and traditional desktop programs. "One very exciting area of Web and browser technology is what's being called AJAX (Asynchronous JavaScript and XML). AJAX allows Web developers to create faster and more usable Web applications with fewer round trips to the server and fewer page loads. Tools like Google Maps demonstrate the kinds of things that AJAX makes possible." Such technologies will require some server-side improvements, but Dotzler thinks that the results will be worthwhile.

Finally, look for an emphasis on RSS content in future browsers. "Browsers like Firefox are evolving to be able to handle RSS content and deliver it to users in a meaningful way. Even Microsoft says it will be following the lead of browsers like Firefox and Safari and will build RSS support into their next release, IE 7," says Dotzler.

What's Next

Server Chips Cutting Power

As BUSINESSES LEVERAGE advancing technologies to add IT services and improve performance, server rooms are becoming ever more congested as more new servers take their place in the data center. But more servers (each with multiple processors) are putting a strain on cooling and energy budgets. Powerful processors each demand significant amounts of power, liberating much of that power as heat that has to be removed from the server room.

Chipmakers such as Intel are attacking this problem by integrating powersaving technologies found in notebook chips into members of their server processor family. One example is Intel's emerging Sossaman chip expected by mid-2006. This Xeon derivative (intended for blade servers) demands a maximum of 31 watts, which is low for server chip products. Intel is also expected to release a 90- and 55watt version of its Irwindale Xeon chips in late 2005. Low-power desktop chips (based on Intel's Merom Pentium M design) should appear by 2007. Server chips are also receiving a naming makeover. Renumbered 5000 series Xeons are intended for small servers, while 7000 series Xeons should appear in larger servers (with four or more processors). Itanium chips will be renumbered with 9000 series designations.

Mandatory Piracy Checks

ALTHOUGH SOME VERSION of Windows is operating on over 90% of all desktop PCs, Microsoft estimates that about one-third of the Windows deployments are not legitimate, having been pirated or obtained through some other illegitimate means. In an effort to crack down on piracy, Microsoft is now requiring that each user's copy of Windows be verified before allowing downloads of new add-ons for WinXP. (This does not apply to security-related patches.) The emergence of Microsoft's Windows Genuine Advantage program hopes to cut the piracy rate.

This is an important wakeup call for IT departments anxious to service large and disparate PC infrastructures. Organizations that have not accounted for or verified the authenticity of their WinXP versions should make that a priority. PCs that fail validation will need to procure legitimate copies of WinXP. Users that bought pirated copies can deliver their discs, show proof of purchase, and complete a piracy report to obtain a full copy of Windows for free. Otherwise, a user will need to buy a licensed copy (\$99 for the Home version, and \$149 for the Professional version).

Beware Free Online Services

ONE OF THE GREAT BENEFITS of the Web is free access to services and information. Unfortunately, blog sites and other free online service (photo album sites, fan sites, greeting card sites, and so on) are becoming platforms for spyware and other attacks. Websense recently reported over 500 such attacks in the first two weeks of July alone, more than the combined total in May and June. Websense cites one case where a greeting card was displayed and music played in the background while spyware was being installed. IT managers may wish to remind employees to avoid the use of such sites and take action to deploy or update spyware utilities across the enterprise.

"At Mozilla we believe that security is a process, and we're always working to improve."

-Asa Dotzler, Mozilla

2004. In just 30 days, Firefox was downloaded more than 10 million times. Firefox 1.0 has just recently passed 70 million downloads, due in part to a new suite of popular features. "Clearly the pop-up blocking feature is a favorite. We've also seen quite a bit of enthusiasm and positive feedback about Firefox's tabbed browsing feature, which allows a user to open several Web pages in the same window and easily switch between them by clicking on each paged tab." He continues, "Another feature that's gained a lot of praise from our users is something we call Live Bookmarks. This feature allows users to

Additionally, we don't 'run' software from the browser's download system like some other browsers, so a user must actually download a program to his or her hard drive, locate it, and launch it before it will be able to install. This is a minor inconvenience to some power users but a big security win for pretty much everyone else," Dotzler notes.

Looking Ahead

Improvements will continue with a major upgrade to Firefox planned for summer's end. "The upgrade will include significant new capabilities in our rendering

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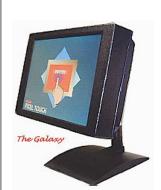
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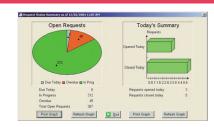
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Financial

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Adaptive Server Enterprise (ASE) provides enterprises with a high performance system for data and transaction processing- for the lowest total cost of ownership. Continuing the legacy of business-critical performance and cost-effective computing, ASE 12.5.2 is faster, more efficient, and easier to deploy and maintain.

Sybase ASE is focused on the core factors that affect total cost of ownership-operational requirements, system performance, and application development. Sybase ASE includes built-in self-management tools, wizards to automate routine tasks, advanced XML and Web services support, and real-time message services when used with the Sybase Real-Time Data Services (RTDS) package.



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Project Management www.Processor.com/KMSciences

iS*Project is a MS Project add-on product to provide task details including: specifications, comment logs, attached documents, status report logs, and task discussions. iS*Project provides simple yet complete status reporting. iS*Project connects the team to a powerful knowledge base while allowing them to continue using their familiar MS Project and MS Outlook interface.

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Content Transformation

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M-Business Anywhere provides a platform for delivering Web-based content and applications to mobile devices rapidly and cost-effectively - with minimal recoding. Web developers can leverage their existing skill sets and open standards to develop and deploy fully interactive Web applications with sync-and-go or wireless capabilities. So no matter where end users are, they'll be able to tap into the information, applications and Web services they need to make more effective business decisions, more quickly than ever before. Just as importantly, you can develop, deploy, and maintain mobile Web applications rapidly and with the lowest total cost of ownership (TCO) possible. M-Business Anywhere powers the AvantGo mobile Internet service, with more than 10 million registered subscribers.



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Content Networking

www.Processor.com/Stonesoft

StoneBeat®



The StoneBeat product line is the market leading softwarebased high availability and load balancing solution for network security. StoneBeat's award-winning technology maximizes the effectiveness & availability of critical network components, such as 3rd party firewalls, antivirus protection, email/Web content scanning, malicious mobile code protection servers & intrusion detection network sensors.



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WildPackets' Omni³ is an advanced network fault analysis platform built from the ground up to increase network uptime and IT productivity.

Key Benefits

- Faster resolution of faults
- · Improved visibility into all parts of the network
- Increased uptime and network performance

Key Features

- OmniPeek Console for centralized monitoring and troubleshooting
- Distributed Omni³ engines for packet capture and analysis
- Interfaces include 10/100, 802.11 wireless, full duplex

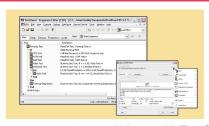
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Network Analysis

www.Processor.com/NI



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Network Management

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Network Management

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Network Management

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Network Management

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Tripwire® for Network Devices is a multi-vendor network configuration management software product that centrally manages, monitors, and reports changes made to routers, switches and other network assets. Rely on Tripwire for Network Devices to increase network uptime, enable staff efficiencies, demonstrate compliance with internal IT policies or government regulations, and enhance security.



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Network Management

www.Processor.com/AdRem



AdRem NetCrunch 3.1

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Network Management

www.Processor.com/SolarWinds



The SolarWinds Engineer's Edition Version 8 is a suite of networking management software containing Network Discovery, Fault Monitoring, Performance Monitoring and Performance Management applications. This toolset contains the award-winning discover and fault management applications as well as security and Cisco Router management tools. www.Processor.com/SolarWinds For More!



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Network Management

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Discovery Processes

- Network Discovery
- Server Discovery
- · Leak Discovery Wireless Discovery

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Database & Data Mining

www.Processor.com/Archivas

ArC Overview

Network-based archive for fixed-content data

Storage Management Solution

Archivas Cluster (ArC) is a network-based archive management solution that is designed for long-term storage of digital assets. The archive database is distributed and replicated across multiple Linux servers, or nodes. Each node stores data and acts as a portal to access data. Built from industry-standard hardware, ArC's unique architecture enables an installation to scale easily and inexpensively from a small cluster of several server nodes, to many nodes that store hundreds of terabytes of data.



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Database & Data Mining

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Sybase IQ is only business intelligence solution available on the market today that offers column-based data warehousing. Unlike traditional databases, Sybase IQ is architected for analytics - not transactions - and the columnbased structure provides significant advantages within a query environment, including reliable performance, easy maintenance, increased scalability and the need for fewer hardware resources.



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Database & Data Mining

www.Processor.com/maXware

MaXware ExpresSync **Data Synchronization Tool**

MaXware's ExpresSync is a one-to-one data synchronization tool that enables enterprises to easily manage their identity integration requirements. ExpresSync securely moves data between any two repositories or applications - regardless of platform, protocol, type or location. ExpresSync is a low cost, scalable solution designed to meet the critical needs of an organization, improve efficiency and provide a rapid return-on-investment.

The MaXware ExpresSync is one component of MaXware's overall Identity Management offering including Meta Directory, Virtual Directory, Workflow, Provisioning and Password Management.

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Database & Data Mining

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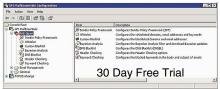
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GFI MailEssentials for Exchange/SMTP

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- Web interface for user spam management
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Antispam

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Email Filtering Service Blocks Spam and Viruses -BEFORE They Reach Your Network

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Protect yourself or resell to your clients to lessen legal liability or improve employee productivity. Can help block directory harvest attacks in conjunction with existing firewalls. Easier to manage than server-based solutions. Virus Protection-Spam Protection-Attachment Protection Network and IT Resources-Outbound Filtering-Reporting

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Antispam

www.Processor.com/TumbleWeed

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Email

www.Processor.com/SpinWeb

SuSE Linux Openexchange Server is the modular all-inone communication and collaboration solution that yields savings of up to 63%! More importantly, from day to day you will enjoy the reliable, rapid, and automated coordination of information, documents, appointments, projects, addresses, and resources.

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- Presence
- •Numberless Dialing (Paging)
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Antispyware

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Antispyware

www.Processor.com/FutureSoft

\$1,500 50 Users



Use DynaComm i:scan to remove spyware and adware, eliminate malware infections, even lock down systems and manage the use of USB mass storage devices through distributed scanning and real-time monitors. Designed to provide protection across the largest network, all managed from a central console.

Learn more at www.Processor.com/FutureSoft



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Antivirus

www.Processor.com/TrueNorth

Today, your protection from viruses, worms, and Trojan horses is a fundamental security mandate. Virus protection must be comprehensive - at the firewall, email gateway, network server, and desktop workstation. True North Solutions' leading antivirus technology partners offer the industry's best-of-breed solutions to provide protection from the gateway to the desktop. True North's experts will help you assess your current virus exposure, maximize utilization of what you currently have deployed, and configure the right solution to provide you maximum protection. Contact True North Solutions today and learn how we can help you secure your network.



13454 Sunrise Valley Drive, Suite 130 Phone: (703) 793-1440

Herndon, VA 20171 Fax: (703) 793-1461

August 19, 2005

Content Filter

www.Processor.com/WebSense

Websense, Inc. enables organizations to manage employee Internet use through multilayered Web filtering and security solutions. This employee-centric approach protects organizations from new and emerging threats such as spyware, phishing and malicious mobile code, and complements traditional security solutions. Websense award-winning and industry-leading filtering solutions help organizations manage how employees use the Web.

- Manage employee Internet access
- Mitigate exposure to zero-day security threats
- Prevent spyware and malicious mobilecode
- Block peer-to-peer (P2P) file sharing



10240 Sorrento Valley Rd. Phone: (800) 723-1166 San Diego, CA 92121 Fax: (858) 458-2950

Database Security

www.Processor.com/WizSoft

WizRule® automatically reveals all the rules governing the data and points out cases that deviate from the discovered rules as suspected errors. The rules can be if-then statements, mathematical formulas or spelling regularities. **WizRule** detects symptoms of fraud in the data, exposes suspicious exceptions and discovers relations among data fields.

Features and Benefits

- Reports the rules, and the cases deviating from the norm.
- Displays the contents of the deviated cases.
- Reveals and lists spelling errors in names and values
- Reads dbf, MS Access, MS SQL, Oracle, ASCII files and any ODBC compliant database
- Easy-to-use interface based on Windows 9x / NT / 2000 / XP.



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Database Security

www.Processor.com/Incache



Audit Suite provides a powerful, non-intrusive, data-security solution for corporate databases with a 24x7x365 audit-trail of all SQL requests. This ensures accountability and deters eaves-

dropping by trusted insiders.

- Detailed knowledge of who did what & when
- Instant regulatory compliance with SOX, HIPAA
- Security policies, real-time policy driven alerts
- Automatic archiving, activity summaries
 No impact on databases or applications
- No impact on databases or applications
- Comprehensive database and platform support
- Comprehensive metrics including SQL query
 Comprehensive server, display & search filters
- · Data analysis, correlation and custom reporting

Learn more by visiting: www.Processor.com/Incache

Event Correlation

www.Processor.com/Lancope

StealthWatch + Therminator Network Activity Analyzer

Lancope's StealthWatch+Therminator is the thermodynam-

gence solution for real-time visualization of network traffic

Learn more at www.Processor.com/Lancope

ic, behavior-based threat detection and network intelli-

and patternless detection of known/unknown attacks.



470 Park Ave. South, 10th Floor New York, NY 10016 Phone: (212) 696-0776 Fax: (914) 992-9468

Event Correlation

www.Processor.com/elQ

\$795 per every 10 hosts



Centralized Windows, UNIX and Linux System Event Log Analysis

- Agentless centralized analysis and reporting
- Compliance reporting--HIPAA, GLBA, Sarbanes-Oxley
 Heat grouping for event prioritization and reporting.
- Host grouping for event prioritization and reporting
 Real-time alerting and automatic notification
- Centralized event manager and reporting portal



31 Nagog Park, 3rd Floor Acton, MA 01720 Phone: (978) 266-9933 Fax: (978) 266-0004

Event Correlation

www.Processor.com/NetMon2

NetMonSecure™ is the first real-time event correlation technology to merge network security and network data management into one offering.

- Full-featured SIM at an affordable price
- Network & Security Event Management
- Real-time threat correlation
- Automated real-time drill-down forensic analysis without programming
- Easy to install and use
- ROI almost immediate get results on the first day
- Rules based security policies
- Notifications & Active Responses

Visit www.Processor.com/NetMon2

Starting At **\$3,995**



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Lancope

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Event Correlation

www.Processor.com/RippleTech

LogCaster



Meet security, auditing & compliance requirements for SOX, GLBA, HIPAA and other regulations with RippleTech's LogCaster. Try a free 30-day evaluation and let our experts guide you through the install and 'best practice' configurations to ensure the results that you require.

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Event Correlation

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Blue Lance's multiplatform network auditing and monitoring software assures the integrity of files containing financial data for principal executive officers at publicly traded companies.

LT Auditor+ records all network activities from the operating system level, creating detailed, secure audit logs.

LT Auditor+ provides the ability to monitor Windows Servers and Workstations, Netware Servers, and SYSLOG-enabled computers/applications (including Unix Servers, Newtork Devices and firewall appliances). Starting at \$499/server and as low as \$360/server

depending on the amount of servers purchased Call Today for a Web Demo.



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Event Correlation www.Processor.com/Lightbridge

When it comes to screening for fraud....

who can you trust?

If your company conducts a high volume of customer transactions and you're looking for ways to minimize fraud and bad debt, **Lightbridge is the name you can trust.** We've screened hundreds of millions of customer applications since 1989, helping our clients avoid billions of dollars in fraud. Lightbridge fraud screening tools are part of the most comprehensive suite of automated fraud and risk management solutions available. Our automated processes determine the validity and risk profile of each new applicant before they become a customer. Lightbridge and integrated third party products deliver proven results for:

- Database Screening
- Fraud Scoring
- Validation Verification



30 Corporate Drive Burlington, MA 01803 Phone: (781) 359-4000 Fax: (781) 359-4500

Firewall Application

www.Processor.com/Port80



\$99.95

ServerMask modifies your Web server's "fingerprint" by removing unnecessary HTTP response data, modifying cookie values, and adjusting other response information to obscure the identity of your server. Successful obfuscation can confuse hackers, making it more likely they try the wrong exploits first -- and are more easily identified by a firewall or intrusion detection system.



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Firewall Application

www.Processor.com/NetOp

\$59



NetOp

Desktop Firewall

Next Generation Personal Firewall & Intrusion Prevention

- Protection at ring zero, works even if program is killed
- 1st with Process Control -Stops malware AND restricted programs
- · Centralized mgmt. puts you in control of security policies
- Automatically increases security on laptops that plug back into your LAN FREE Fully-functional evalu-
- ation version

Learn All About NetOp At: www.Processor.com/NetOp

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IDS/IPS

www.Processor.com/AppSec

AppRadar for Microsoft SQL Server is a host-based, datbase intrusion protection system empowering enterprises to thwart database-level attacks and malicious behavior. AppRadar provides database-specific, active protection, monitoring, and auditing. As a complementary real-time database intrusion protection system, AppRadar now makes it possible to monitor and defend the data stored within your Microsoft SQL Server database.

- Detects real attacks and misuse on the database focused on detecting and preventing complex attacks from valid
- Provides administrators full awareness of what has been executed, when, by whom, and where in the database. Providing an audit trail and "real-time" alerting of all database activity without any impact on performance.

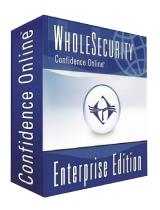


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New York, NY 10018 Fax: (212) 947-8788

IDS/IPS

www.Processor.com/WholeSecurity



Worried about worms, Trojan horses and

eavesdropping threats? WholeSecurity's solutions deliver zero-hour protection against these types of malicious programs. With behavioral detection technology, Confidence Online™ automatically eliminates both known and unknown threats on PCs without requiring users to update signatures. Call to learn more about our on-demand and always-on deployment options!



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Mobile Device Security

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Fireball Enterprise is state-of-the-art endpoint security software for desktop & mobile computers. The first & only centrally managed, integrated solution that combines the layered protection of a personal firewall, intrusion detection system, privacy controls, system assessment, Web/ application recording, spyware & an IPSec VPN. Controls all levels of network traffic and communications.



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Fremont, CA 94538 Fax: (510) 498-4390

Mobile Device Security

www.Processor.com/Brigadoon

PCPhoneHome/MacPhoneHome Enterprise™

- The only computer tracking and theft recovery software in the world capable of large-scale network deployment to a large number of computers using different operating systems simultaneously.
- Can be installed using a variety of popular "network push" techniques or disk imaging utilities.
- · Installation is completely transparent
- Your organization's contact and ownership information is hardcoded directly within your custom Enterprise
- Once notified of a theft, recovery agents at Brigadoon Software's worldwide monitoring and command center provide full technical, tracking and recovery support to the customer and local police.



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California Branch

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New Jersey Branch

East Hanover, NJ 07936 Tel: 973.884.8886 Fax: 973.884.4794 Email: info@aicipc.com URL: http://www.aicipc.com

AIC Europe BV

Peppelkade 58, 3992AK, Houten, the Netherlands Fax: 31-30-6360638 Email: hc@aicipc.nl URL: http://www.aicipc.com

High Performance Computing Solutions

T82 Version: 16"(W) x 13"(D) Tyan® S4882™ Quad Opteron™ MB QK8 Version: 16"(W) x 14"(D) Iwill® QK8S™ Quad-Opteron™ MB

DQK8 Version: 2 units of 16"(W) x 14"(D) Iwill® QK8S™ MB connected via a backplane



- -1U Quad-Opteron -Front-facing I/O
- -27" depth



-27" depth



- -2U Quad-Opteron
- -3 x SATA/SCSI hot-swap drive bays
- -27" depth



RMC2G2-QK8

- -2U Quad-Opteron
- -2 x SCSI or SATA hot-swap drive bays
- -27" depth



- RMC2E2-T82
- -2U Quad-Opteron -HPC + storage platform



- -4U Quad-Opteron
- -8 x SCSI or SATA hot-swap drive bays
- -26" depth



RMC5Q2-DQK8

- -8-Way Opteron
- -7 x 5.25" + 2 x 3.5" external drive bays
- -29" depth

Distributors:

















WWW.SERVERCASE.COM

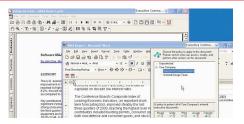






Policy Compliance

www.Processor.com/LiquidMachines



Liquid Machines is the only Enterprise Rights Management software solution that provides unprecedented protection by securing information at the source of any application. Liquid Machines encrypts digital information with persistent access and usage policies that remain with data regardless of where it goes.

Learn more at www.Processor.com/LiquidMachines



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Policy Compliance

www.Processor.com/Paragentec

RuleAware™ Bridges The Gap Between People And Their Security Policies

RuleAware ESP™ (Enterprise Security Prompter) is a software application that helps businesses secure their internal network by keeping employees aware of information security policy. RuleAware ESP™ allows you to define policy in easy-to-use windows. Once configured, RuleAware ESP™ can be individually installed, or uploaded from the network. When resident on the employee's machine, RuleAware ESP™ prompts users of unsanctioned actions. If employees break information security policy, a real-time alert is logged and sent to information security policy stakeholders indicating who violated policy, which section of the policy was violated, when, and from which node.



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Policy Compliance

www.Processor.com/BindView



Compliance Management solutions from BindView help organizations satisfy IT security requirements for regulations including **Sarbanes-Oxley**, **HIPAA**, **GLBA** and **Basel II**. With BindView, customers are in control of their security policies and procedures, with capabilities to help ensure successful IT audits and compliance.

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Policy Compliance

www.Processor.com/CREDANT

CREDANT® Mobile Guardian (CMG) Enterprise Edition

This award-winning, scalable mobile security and management software platform enables organizations to easily secure and manage disparate mobile and wireless devices from a single management console. With CMG, companies can cost-effectively support a mobile workforce and improve employee productivity while guarding against the financial loss, legal liability, regulatory compliance issues and/or significant brand damage associated with the loss or theft of mobile data.

CREDANT Technologies is the market leader in providing software enabling organizations to control security enterprise-wide for mobile and wireless users. CREDANT makes it safe for organizations to use notebooks, tablets, PDAs and smartphones to increase employee productivity.



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\$995

Tabernus' new Disk Purge product allows any storage device owner to completely erase all data from any and all drives. Disk Purge Declassification Software is DES/DOD endorsed for completely and thoroughly sanitizing any disk device to the following standards: DOD 5200.28, NCSC-TG-025, AFSSI 5020, OPNAV 5510 and AR-380-19 and HIPAA compliant.



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www.Processor.com/Marx



as low as \$19.95 per user

Marx Software Security offers the security token Crypto-Box USB for secure data and software protection, as well as for 2-factor authentication. The hardware key encrypts data with the Rijndael Algorithm Advanced Encryption Standard (AES). The CRYPTO-BOX Supports all Windows, Mac and Linux Operating Systems.



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www.Processor.com/ICS



The "Secure Hash Signature Generator" creates signatures that are unique to the data stored on a disk drive. These signatures are used to verify intentional or accidental tampering with the drive image. The software has the ability to scan any secondary or slave drive attached to a PC or the RoadMASSter running the Windows operating system.



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www.Processor.com/ScriptLogic





Active Administrator is a comprehensive management and auditing solution enabling administrators to efficiently manage Active Directory Security and Group Policy in Windows 2000 and 2003 based networks.

- Simplified Group Policy Planning, Management & Backup
 Consistent permission assignment with Active Templates
- Find Out More At www.Processor.com/ScriptLogic



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ppn Operates with Secure Pipelines

Both **ppnPC** and **ppnPRO** provide the highest level of security for those data transfer applications for which the protection of information is critical. It is the preferred data transfer medium for those individuals and organizations that are required to comply with Federal or State laws and regulations that address the protection of an individual's privacy and/or the maintaining of the confidentiality of electronic data.



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VPN Application

www.Processor.com/CyberArk



The Inter-Business Vault™ enables the creation of secure instant wide area networks (WANs) for connecting enterprises with partners, customers and sub-contractors over the Internet enabling them to exchange information as if they have deployed a shared WAN, but without actually doing so. Cyber-Ark's leading Vaulting applications include Treasury Management Vault, CAD/CAM Vault, and Source Code Vault.



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Dedham, MA 02026 Fax: (781) 251-0678

VPN Application

www.Processor.com/OvisGate

OvisGate is browser-based Secure Sockets Layer (SSL) VPN software solution for Windows and can run on any Windows 2000 and XP computer. It builds a Virtual Private Network on the Internet in minutes and no client hardware or software needs to be installed. With OvisGate SSL VPN software installed, users can access a corporate intranet from anywhere, anytime and access it securely.

OvisGate is the perfect solution for small businesses that need to provide confidential information to remote users, to multi-locations, to employees on the road, or to business partners or customers in need of accessing the corporate intranet. The time and energy saved by using OvisGate makes it the more financially safe and least problematic solution to your corporate access needs and it has the lowest cost among VPN solutions in the market.



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Vulnerability Management

www.Processor.com/Intrusec

Intrusec Exposé - Change Management Software

You can't secure what you don't know about. Today's networks are dynamic and in a constant state of flux. Which means your security posture is changing minute by minute. Intrusec Exposé provides visibility into those changes and shows you the impact of those changes before they cause a problem.

- Proactive, near real-time change detection When something changes, Exposé notifies you immediately, based on the rules you determine.
- Up-to-the-minute asset inventory of your network, showing all assets, ports, services, users, applications, etc. ranked by the business value to your organization.
- When a change is detected, Exposé works with your existing vulnerability scanners.
- Find Out More At: www.Processor.com/Intrusec



75 Fifth Street NW, Ste. 207 Atlanta, GA 30308 Phone: (404) 526-6138 Fax: (404) 526-6132

Vulnerability Management

www.Processor.com/Citadel



Backdoors, unsecured accounts, misconfigurations, software defects and unnecessary services. Now you can fix vulnerabilities with Hercules, an automated vulnerability remediation solution created by Citadel Security Software. Hercules provides flexible, end-to-end capabilities to fix all five classes of vulnerabilities. For the first time you can proactively reduce security risks in hours, not months.



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Vulnerabiltiy Management

www.Processor.com/Pedestal

SecurityExpressions

Audit and Compliance

SecurityExpressions enables you to audit and remediate desktops and servers for operating system configuration settings, application configuration settings, unauthorized hardware/software, industry-known vulnerabilities, software patches and other advanced settings, such as system utilization and user account activity. The solution can audit against home grown or customized best practices system security policies such as those published by Microsoft, IBM, SANS, and NIST. SecurityExpressions offers both an agent-based and an agentless approach to system audit and compliance, meeting the needs of any environment.

List Price: \$795 per server and \$29 per desktop



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Vulnerability Management www.Processor.com/Allegent

Allegent Technology Group dramatically improves and sustains enterprise security by providing integrated threat management software that automatically detects and responds to vulnerabilities before they result in breaches and outages.

SolventView™, employed to protect networks at the 2004 Summer Olympics, is the industry's leading Integrated Security Management Platform (ISM). Through an open distributed architecture, SolventView™ integrates and evaluates data from all relevant network assets to proactively protect networks in real-time. SolventView™ integrates seamlessly with legacy systems and third-party products, and includes and centrally manages all security functions, such as VA, IDS, Policies, Rules, Asset Discovery, Forensics, and Compliance Enforcement.



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Backup Application

www.Processor.com/Veritas

Innovative Data Protection-VERITAS NetBackup Enterprise Server delivers enterprise data protection for the largest UNIX, Windows, Linux and NetWare environments. To help reduce administration and hardware costs, organizations can now take advantage of enterprise-strength features such as synthetics, disk-based protection, automated disaster recovery, and desktop and laptop protection. VER-ITAS NetBackup provides the most advanced media management available, including tape labeling, tape media pool creation, device sharing, media/device reporting and bar code support. VERITAS NetBackup Enterprise Server also provides optional database and application-aware backup and recovery solutions for Oracle, SAP, Microsoft SQL Server, Microsoft Exchange, Microsoft SharePoint Portal Server, DB2, Lotus Notes/Domino, Sybase and Informix to deliver data availability for utility computing.



350 Ellis Street Mountain View, CA 94043 Phone: (800) 327-2232 Fax: (650) 527-2908

Backup Application

www.Processor.com/BetaSystems

Harbor NSM Product Suite

If you're like many companies today, your infrastructure has become increasingly complex while the growth in corporate data continues to explode.

Harbor NSM backup and recovery solution from Beta Systems not only backs up your ever-increasing amounts of vital data and provides the fastest recovery time on the market, it also works within your existing infrastructure, regardless of its complexity.

Harbor NSM provides high-performance network and SAN-based backup with fast, reliable data recovery.

- Scalable
- Manageable
- Flexible

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Backup Application

www.Processor.com/21stCentury

Not Just Another Backup Utility!

VFI/X is an intelligent, automated, high-level data protection and recovery management system. Based on the premier mainframe product that has protected Global 1000 corporations for over 15 years, VFI/X is now available for the distributed world. VFI/X leverages your current investment in all popular backup and recovery software and mirroring technologies. It unobtrusively monitors your systems in real-time, learns how your critical files are used as well as their interdependencies, and ensures that they're backed up when necessary, directly interfacing with the tools of your choice. All performed automatically, without human intervention, and these are just a few of its features. VFI/X is available for SUN Solaris 8 and above (Sparc 32,

Learn more by visiting www.Processor.com/21stCentury



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Backup Application

www.Processor.com/Dantz



New EMC Dantz Retrospect 7 for Windows makes speed & ease of use a backup reality. Now you can perform fast, automated backups to disk, stream data to tape for offsite storage & keep disk copies onsite for quick restores. Just a few clicks will have you up & running. Ease of use, unparalleled restore accuracy & complete protection for servers, desktops & notebooks are why thousands of businesses rely on Retrospect.



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Backup Application

www.Processor.com/LXI

Backup, Recovery & Media Management LXI TMS/ix brings true tape management to Unix and Linux

servers. Capable of performing standard day-to-day backups, TMS/ix gives corporate data centers more advanced tape management for those tape processes above and beyond backup and recovery. With TMS/ix you can:

- Read and write standard label and non-label tapes
- Track and protect every tape used
- Manage virtually unlimited number of tape devices, including virtual and real automated tape libraries
- Implement regulatory compliant offsite vault mgt. program • Monitor all backup activity from a single console

Learn more information at www.Processor.com/LXI

\$10,700 Starting Price



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Backup Application

www.Processor.com/Evault

EVault Online Backup & Recovery Solutions protect your business-critical data. Unexpected data loss can have serious consequences that no business or IT professional wants to face. Eliminate the risk and management burden of tape-based server backup and disaster recovery.

- Enjoy reliable and encrypted data transfer to an off-site storage vault, with 100% data confidentiality - guaranteed
- Centralize and automate your backup and recovery process
- Reliable and immediate restoration of lost or deleted files
- Lower data backup costs by leveraging existing infrastructure
- Automate for regulatory compliance



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Backup Application

www.Processor.com/312inc

312's flagship product Bit Vault provides platform independent peer-to-peer backup and remote access capabilities. Using innovative Peer-to-Peer technology, Bit Vault allows you to backup your files to your friends, family, or colleague's computer. This is all done quickly, easily, and safely, using encryption standards similar to that used by banks and the military.

Try it free online at www.312inc.com

Bit Vault features:

- Installation & setup wizard
- · Protects files or folders
- Easy scheduler for continuous, effortless backup Simultaneous backups to multiple off-site peers
- Peers cannot see, modify or infect your data
- · Securely encrypts and compresses the data
- No monthly web storage fees!



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Backup Application

www.Processor.com/Ceelox



Devu Pro Server Edition provides a unique combination of data security, data privacy capabilities and biometrics in one, while maintaining business continuity. From the small startup to the largest corporate environment, Devu Pro Server Edition provides everyone from the desktop user to the systems administrator peace of mind, knowing all important and pertinent information is being synchronized and secured while the user works at the desktop.



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Backup Utility www.Processor.com/AES

American Eagle's WEBSCAN

Web-based media tracking system

Track Media

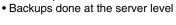
- For Mainframe and Open Systems • To and from any location
- By retention date or cycle control
- Kept in containers or slotted at the Vault • Regardless of media type

Inventory

Media in Tape Library

• No corrupt database issues

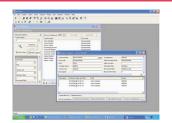
- Media at the Offsite Vault
- **Web-Based Advantages** Access information from anywhere anytime





Backup Utility www.Processor.com/B&I





Vertices® Media Management System is the comprehensive, scalable disaster recovery tool that will help you meet even the most stringent business continuity guidelines. Vertices lets you easily store, track, move and protect all the media your company generates. And since Vertices integrates seamlessly with your backup system, the tracking / logging of your backup media will be done automatically.



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Data Replication

www.Processor.com/Constant

Constant Replicator™ provides automatic real-time replication of mission-critical file data in real-world heterogeneous environments over ordinary IP networks. Once installed on your host, Constant Replicator™is always running, protecting your critical files by mirroring them as they change to one or more remote servers over your

As your business migrates to the next level where data availability is critical, consider the many enterprise environments where Constant Replicator™ can make the transition simple and hassle-free while simultaneously providing investment protection and a solid foundation for



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Hopkins, MN 55343 Fax: (952) 933-2551

Storage Resource Mgmt. www.Processor.com/CreekPath

The CreekPath Suite provides integrated Storage Operations Management—you can readily discover what you have, see how it is performing, visualize the storage environment, and identify resources and opportunities for optimization. You can automate reporting to stay up to date on the health of your storage environment, and accurately plan for future demands. The CreekPath Suite also has management capabilities that let you resolve problems and automate workflow according to policies, sharing a common workflow and a policy engine that automates processes while tightly integrating Storage OperationsManagement (SOM) for maximum efficiency.

The CreekPath Information Portal is web-based and simple to use, and it can be accessed from anywhere in the



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Storage Resource Mgmt.

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NTP Software Quota & File Sentinel enables users to enforce the appropriate usage policies, so you can preserve system performance and availability. With Quota & File Sentinel you can enforce disk space limits on directories, shares and servers in order to control user consumption, manage data stored on servers and gain real-time data on storage performance.

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Cluster Management

www.Processor.com/Veritas3

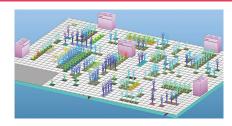
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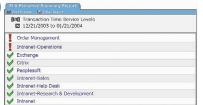


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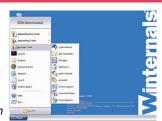
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GoCables offers standard & custom cable assemblies designed for any application. All of our cable assemblies are available with custom colors, lengths & configurations. We offer high-speed, low-interface cables that can be built for special environments, sizes & configurations. Our OEM solutions include custom labeling, custom pinning, molded parts, wiring harnesses, custom colors & much more.



16800 Edwards Road Cerritos, CA 90703 Phone: (800) 555-7176 Fax: (562) 356-3200

Media Converter

www.Processor.com/Versitron



"Double Duty" 10/100TX-100FX Media Converter

- Choose 10/100 auto-sensing, 10base or 100base fixed
- LED Status for remote TP Port Monitoring
- Loop Back Test Function of Installation Diagnostics
- Far End Fault Function; Multimode or Singlemode Fiber
- Rack-mount or Standalone Options Visit www.Processor.com/Versitron for more information!



83 Able Drive - Suite C Newark, DE 19702 Toll Free: (800) 537-2296 Phone: (302) 894-0699

Media Converter

www.Processor.com/Ethercom





Four auto-negotiating 10/100 ports & one 100Base-FX port with a choice of multi-mode, single-mode, ST, SC, MTRJ, LC or simplex connections. This small footprint layer 2 switch is priced lower than most media converters yet offers the benefit of the extra ports. Easy wall or DIN Rail mount a 12 VDC external power supply is included and it's backed by a 15-year warranty. Made in the USA.



1409 Fulton Place Fremont, CA 94539 Phone: (510) 440-0242 Fax: (510) 659-8296

Media Tap

www.Processor.com/NetOptics



The World's First and Only "Zero Delay" 10/100 Tap

- "Zero Delay" technology ensures zero packets dropped if power is lost to the Tap
- · Passive monitoring access port enables 100% visibility without data stream interference
- Redundant power is included to guarantee monitoring uptime



1130 Mountain View Alviso Road Sunnyvale, CA 94089 Phone: (408) 737-7777 Fax: (408) 745-7719

Media Tap www.Processor.com/WDM



The Apcon Intellapatch physical layer switch has 288 ports in compact chassis. Increased port density without compromising port accessibility. Web-enabled interface for remote operation. Simultaneous access allows concurrent operation by multiple users. Route and store Log Files on any SysLog enabled server. And dual 10/100/1000 Ethernet ports for remote management just to name a few features.



503 Seaport Court, Suite 102 Redwood City, CA 94063 Phone: (800) 448-1881 Fax: (650) 363-2825

Cable Management

www.Processor.com/ISC





19" Rackmount Horizontal Cable Management

These products work great for relay racks, network racks, server racks and other 19" rackmount storage units. See our wide range of cable management options.

www.iscdfw.com call for more information



714 N. Watson Road. Ste 302 Phone: (800) 458-6255

Arlington, TX 76011 Fax: (817) 649-1770

Cable Management

www.Processor.com/Panduit2



- Designed to manage highdensity network cabling while minimizing floor space requirements
- Eliminates the need for horizontal cable managers when used with PANDUIT angled patch panels
- Cable management fingers with integral bend radius control align with rack spaces to support cables as they transition into the vertical pathway



PatchRunner Cable Management

17301 Ridgeland Avenue Tinley Park, IL 60477 Phone: (800) 777-3300 Fax: (708)-532-1811

Cable Management

www.Processor.com/Panduit3



- FiberRunner Routing System
- Fastest Installations QuikLock couplers and brackets reduce system installation time dramatically
- Easy to Maintain provide access to cable without removing any covers or compromising cable security
- Strong and Versatile available in 12x4, 6x4, 4x4 and 2x2 sizes; compliant with Telcordia GR-63-CORE NEBS



17301 Ridgeland Avenue Tinley Park, IL 60477 Phone: (800) 777-3300 Fax: (708)-532-1811





EMC® CLARIION® CHANGES THE WAY YOU THINK ABOUT STORAGE. Announcing the CLARiiON AX100. With the quality and high availability that CLARiiON is known for. In a smaller package that's right for any business. It's powerful, yet simple to manage. SAN ready. User installable. With replication and management functionality. All at a price that's equally small, starting at \$5,999. To learn more, visit www.EMC.com/backup. Or call 1-866-464-7381.

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Cable Management

www.Processor.com/DTi



Fiber Optic
Cable Management System
Assures Bend Radius
Conformance
Fast-Drop® Fiber Optic
Bend Radius Control
Modules

"Perfect 90 Degree Radius" sufficient to provide correct minimum bend for fiber optic cables ensuring consistent data transmission



3 Brigham Street Phone: (508) 229-2000 Marlborough, MA 01752 Fax: (508) 229-2622

Cable Management

www.Processor.com/APA



APA Cables & Networks' (APACN) F23 Fiber Distribution System (FDS) is engineered for broadband and enterprise connectivity applications. The FDS consists of termination and splice panels, frames and accessories. The FDS is designed to reduce risk of post installation damage, lower maintenance cost and enhance system life. The F23 144 port fiber panel offers the highest port density in the smallest footprint available.



5480 Nathan Lane Phone: (763) 476-6866 Plymouth, MN 55442 Fax: (763) 475-8457

Patch Panel

Page 59

www.Processor.com/Panduit



The PanView system, through its innovative use of scanners, enabled patch panels, reliable patch cords and software, provides real-time monitoring of physical layer connectivity. This system provides networks with greater reliability, improved security, better efficiency and greater savings.



17301 Ridgeland Avenue Tinley Park, IL 60477 Phone: (800) 777-3300 Fax: (708)-532-1811

Environmental Monitoring

www.Processor.com/AVTECH



Online **\$295**

Temperature Monitoring

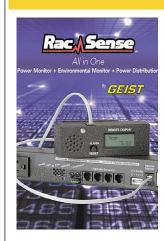
TemPageR provides real-time temperature monitoring, graphing & logging with alerts to individuals or groups. Web interface, supports 4 digital temperature sensors, connects via Ethernet, sends email, SMS & SNMP alerts, use w/wo host PC, rack mount option. Serial Model \$175. Free support & satisfaction guarantee. Resellers welcome.



221 Third Street Tower Newport, RI 02840 Phone: (888) 220-6700 Fax: (401) 847-6701

Environmental Monitoring

www.Processor.com/Geist



The "RacSense" PDU combines Power Distribution with both Power and Environment Monitoring in a stand-alone unit. Completely self contained. A "plug-n-play" solution generating graphs and web pages via your web browser. Internal sensors include, Current, Voltage, Temperature, Humidity, Airflow, Light and Sound. Three I/O ports can be utilized for cameras, door and water sensors. SNMP traps and email alarm notification.



1821 Yolande Ave Lincoln, NE 68521 Phone: (800) 432-3219 Fax: (402) 474-4369

Environmental Monitoring

www.Processor.com/Uptime



Network Enabled Environmental Monitor

Features:

- Email Notifications
- Full SNMP CapabilitiesGraphing
- Requires No Software
- Sends SNMP Traps to 4 DestinationsFull Password Protection

\$295 w/ Temperature \$395 w/ Temp & Humidity

Mention This Ad for 10% Discount!

 Fully Compliant with all Operating Systems

We also have larger devices with more sensor capabilities available.



3160 Bee Caves Rd. Austin, TX 78746 Phone: (512) 328-1800 Fax: (512) 328-1844

Environmental Monitoring

www.Processor.com/RLE2





Multi Protocol Alarm Notification and Control
Inputs - Dry contact, 4-20mA, 0-5 & 0-10VDC (expandable from 8 to 104 inputs), Keypad for access control, Modbus
Outputs - Dry contact (up to 36), Sensor/Accessory power
Communication Ports - RJ-11, RJ-45, RS-232, RS-485
Protocols - TCP/IP; UDP/IP; ICMP, HTTP/HTML, SNMP (get/set/traps), BACNet/IP, Terminal Emulation, TAP, PPP



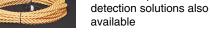
208 Commerce Drive Fort Collins, CO 80524 Phone: (970) 484-6510 Fax: (970) 484-6650

Environmental Monitoring

www.Processor.com/RLE



- Early detection of potential water/moisture problems
- Over 3 million feet of patented cable deployed
- Monitor up to 5000 feet and pinpoint leak location
- Dries quickly, easy to install
 Virtually eliminates false
- alarms
 Adjustable sensitivity levels
- CE certified, UL listed, and "fire code" friendly (CL2P Plenum rated)
 Zone and spot water leak





208 Commerce Drive Fort Collins, CO 80524 Phone: (970) 484-6510 Fax: (970) 484-6650

Starting at: **\$1,995**

Environmental Monitoring

www.Processor.com/Sensaphone

IMS-4000 ^{tahuncura} Notibelay System



Sensaphone IMS-4000 Comprehensive Remote Site Monitoring

Monitor critical environmental conditions such as temperature, humidity, smoke, sound level, motion, water, intrusion, and power outages with the IMS-4000 host and node. Each host and node unit supports up to eight environmental sensors.

SENSAPHONE®

901 Tryens Road Aston, PA 19014 Phone: (610) 558-2700 Fax: (610) 558-0222

Environmental Monitoring

www.Processor.com/ITWatchdogs



Ethernet/Web

Temperature - Air Flow Humidity - Door Position Sound - Light Level Power - Web Cam 16 External Sensors

Rack Mounted

Monitor Multiple Cabinets
HTML (no client needed)
SMTP (e-mail alerts)
SNMP (MIB, traps)
Graphing - Console



12885 Research Blvd. Phone: (512) 257-1462 Austin, TX 78750

Environmental Monitoring

www.Processor.com/MGEups2



List Price \$180

- Remotely monitors temperature & humidity
- Remote supervision via browser or SNMP-based NMS
 2 contacts for door open, genset start up or other user-
- defined parameters
 Alarm thresholds set through SNMP/Web interface; notify
- email/SMS/pager
 Compatible w/any Ethernet/SNMP-enabled MGE UPS

M G E
UPS SYSTEMS

1660 Scenic Avenue Costa Mesa, CA 92626 Phone: (800) 523-0142 x3500 Fax: (714) 434-0865

Fire Protection

www.Processor.com/Fike



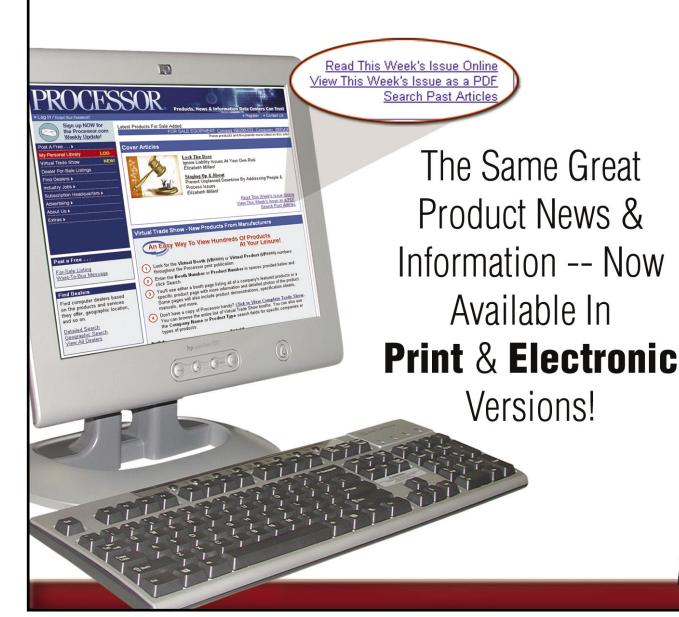
Clean Agent Fire Suppression System ECARO-25™, utilizing HFC-

125 (DuPont™ FE-25™) as the fire-extinguishing agent, is the best, most cost-effective clean agent fire protection system available. ECARO-25 is perfect for NEW clean agent fire suppression applications, as well as for Halon replacement projects. This highly effective fire suppression system is very safe. www.Processor.com/Fike



704 S. 10th Street Blue Springs, MO 64015 Phone: (816) 229-3405 Fax: (816) 228-9277







Fire Protection

www.Processor.com/Ansul



SAPPHIRE™ Fire Suppression System uses a revolutionary clean agent that fights fires without causing damage to electronics and other critical assets. Ideal solution for DP centers, telecommunications, and tape storage facilities. Environment-friendly agent has atmospheric lifetime of only five days versus 33 years for the closest chemical alternative - and ZERO ozone-depletion potential. Find additional information at: www.Processor.com/Ansul



One Stanton Street Marinette, WI 54143 Toll Free: (800) 862-6785 Phone: (715) 735-7411

Fire Protection

www.Processor.com/Firelock

These **Vaults** are used for protecting information assets, which are stored as vital records and require the highest possible level of environmental protection.

Typical uses for the **Media Rated Vault** include optical disks, digital tape and floppy disks, which include corporate records, tax records, financial documents, LAN back-ups or shadowing of the file servers via electronic vaulting.

Typical uses for the Magnetic Media and Computer Room Vault include corporate or data processing libraries, media jukebox and silos. Any large archive of optical disk, digital tape or other magnetic media, which include information vital to the business continuity of the organization should consider this alternative. Firelock can design any failsafe vault to meet your needs.



7 Tedway Avenue Phone: (610) 756-4440 Kutztown, PA 19530 Fax: (610) 756-4134

Flooring

www.Processor.com/Flexspace



An advanced, practical, and cost-effective way to distribute and organize all electronic cabling systems in the modern day workplace. Cablefloor's low-profile design increases floor height only 2 1/2" (6.4cm).

So electronic cabling structure can be reconfigured, serviced, or upgraded in a fraction of the time required by conventional cable management methods.



525 Boren Avenue North Phone: (206) 682-8652 Seattle, WA 98109 Fax: (206) 682-0407

Flooring

www.Processor.com/DataClean

\$70 per unit



The more technology you pack in, the harder it is to keep cool, and hotspots quickly turn into trouble spots. And those uncovered cable openings in the floor dumping pressurized plenum air into the room instead of into your equipment racks aren't helping matters one bit. Seal them up with Koldlok raised **FLOOR GROMMETS** and keep your critical cold air circulating where it belongs.



1033 Graceland Avenue Phone: (800) 328-2256 Des Plaines, IL 60016 Fax: (847) 296-6870

Flooring Accessory

www.Processor.com/DataClean2

Kit Price **\$79.95**



Every Data Clean **FLOOR LIFTER** features premium quality rubber suction cups to provide a strong, safe grip on even the heaviest floor tiles. Rugged cast-aluminum handles provide strength without excess weight. **DATA BRACKET** The enameled heavy-gauge steel

DATA BRACKET. The enameled heavy-gauge steel mounting plate is equipped with a durable, universal bracket to hold the Data Clean Floor Lifter.



1033 Graceland Avenue Phone: (800) 328-2256 Des Plaines, IL 60016 Fax: (847) 296-6870

HVAC

www.Processor.com/SpotCoolers

\$2,079 Starting Price



Portable Air Conditioner Office Pro® Series

- 10,000 to 60,000 BTU/hour
- Superb cooling and modern styling
- Electronic touch controls
- Programmable operating mode
- Digital temperature controlDesigned for the modern
- office

33 Locations Nationwide

For More Information, Visit

Processor.com/SpotCoolers

Spot Coolers

Phone: (800) 367-8675 Fax: (888) 750-5082

Page 61

Processor.com

HVAC www.Processor.com/MovinCool



MovinCool spot air conditioners are the answer to your overheating problems.

- #1 portable air conditioning manufacturer for over 30 vears.
- Up to 60,000 Btu/hr of cooling power right where and when you need it.
- Protects against data loss and equipment failure.
- The only portable a/c ETL verified for performance.
- Just roll it in. Plug it in. Duct it out. It's that simple.



Phone: (800) 264-9573 Fax: (310) 835-8724

HVAC

www.Processor.com/APC



The PA4000 is a Portable & Compact Air Conditioner designed for localized cooling in small areas. It can be deployed quickly & easily, providing up to 4kW of air conditioning, without the need for an expensive installation. The PA4000 complements APC's line of innovative cooling solutions for corporate data centers, small to medium businesses. access providers and small office & home office users.



132 Fairgrounds Road West Kingston, RI 02892 Phone: (888) 289-2722 x 3117 Fax: (401) 788-2797

HVAC

www.Processor.com/Liebert3

Liebert[®]



A flexible, scalable **Heat** Removal System, the Liebert XD™ is designed to address the higher heat loads generated by densely populated racks.

- Focused, high-capacity cooling
- Energy effecient
- Minimal floor space requirements
- Waterless XD coolant
- Scalable

Power Distribution www.Processor.com/ServerTechnology

• Easy to install



1050 Dearborn Drive Columbus, OH 43229 Phone: (800) 877-9222 Fax: (614) 841-6022

HVAC

www.Processor.com/DataAire



Data Aire provides a full range of computer room air conditioning products including floor, ceiling, and wall mounted units ranging from 1 to 50 tons. A cut away of the Data Aire series unit shown here is the ideal choice for your computer room. This line comes in either DX (6 to 30-ton) or Chilled Water (7 to 50-ton). Let Data Aire be your choice in process and precision cooling.



230 W. BlueRidge Ave. Orange, CA 92865 Phone: (800) 347-2473 Fax: (714) 921-6010

Power Distribution

www.Processor.com/ServerTechnology2



- Dual power feeds in one enclosure
- Group outlet control for up to 4 power circuits
- · Remote reboot via IP
- Secure HTML GUI, SNMP, RS-232 access 120/208 VAC 15, 20 & 30-Amp models

1040 Sandhill Road

- True RMS Input Current Monitoring
- Power-up Sequencing



Reno, NV 89511 Phone: (775) 284-2000 Fax: (7752842065

- Remote Reboot via IP
- Secure HTML GUI, SNMP, RS-232 access
- 120/208 VAC 15, 20 & 30-Amp models
- True RMS Input Current Monitorina
- Power-up Sequencing
- Link to a second tower for group outlet control

24 Receptacles

5239 Avenue A Long Beach, MS 39560

Phone: (800) 523-2702

Fax: (228) 563-7335



1040 Sandhill Road Reno, NV 89511 Phone: (775) 284-2000 Fax: (775) 284-2065

Power Management

www.Processor.com/BayTech3

24 RECEPTACLE REMOTE POWER

MONITORING & DISTRIBUTION

LCD Display

· Current, Voltage, Power, and Temp Monitoring

• Power Distribution and Monitoring In One Unit

• RS232 Interface 120/208VAC 10,20,30A Models

• LCD Screen Display

Power Distribution

www.Processor.com/PDI



Remote Power Panel (RPP)

- 2' x 2' footprint with up to 168 breakers to feed servers
- Single or dual feed power path
- · Compact power cabinet fits into the enclosure row
- Optional Branch Circuit Monitoring System helps manage loads to breaker



4200 Oakley's Court Richmond, VA 23223 Toll Free: (800) 225-4838 Phone: (804) 737-9880

RS232 Access

Power Management

www.Processor.com/ServerTechnology3



- · Remote Power Management & Pass-Through Console Port Access
- · 4 Pass-Through ports for console management of serial devices
- 4 power outlet receptacles
- Secure in-band or out-of-band communications
- Field-Replaceable internal Global Secure Modem



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www.Processor.com/CyberSwitching2

Mpower your Data Center with the M Series

Finalist for "Best of Show" at C3EXPO

A Cyber Breaker on each outlet (M 820C Plus) • Monitor current on each outlet (M 820C) • Schedule outlets on/off • SNMP management • Login/password security • Event logging • Give outlets descriptive names • Programmable stagger on/off times • Intuitive user interface

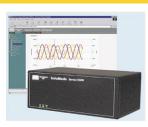


1580 Berger Drive Phone: (888) 311-6277 Fax: (408) 975-0941

Power Management

www.Processor.com/Dranetz-BMI

XXSignature System^{...}



The Signature System™ is an integrated, Web-browserbased platform that allows users to remotely--and in real time--monitor their power systems. A modular power quality and energy management tool, the Signature System is successfully used by data centers, mission-critical facilities, and banking/financial institutions around the world

Download a 10-Day Trial at Processor.com/Dranetz-BMI



1000 New Durham Rd. Edison, NJ 08818 Toll Free: (800) 372-6832 Phone: (732) 287-3680



LCD Display

5239 Avenue A Long Beach, MS 39560 Phone: (800) 523-2702 Fax: (228) 563-7335

8 RECEPTACLE POWER CONTROL AND MONITORING

• Current, Voltage, Power, and Temp Monitoring

• Turn On, Off, or Reboot any or All Receptacles

• LCD Screen Displays Power Monitoring Information

• RS232 interface, 120/208VAC 10,20,30A Models

Power Management

www.Processor.com/BayTech

8 Rebootable Receptacles

Power Management

Power Management

www.Processor.com/Pulizzi6



IPC 34XX-NET Series

- 0U or 1U mounted
- Remote-Reboot/power management via Ethernet, TCP/IP, Dial-Up, Direct Serial
- 85-264V /20A input 16A output
- Control up to 10 racks or 80 devices
- Automatically sequence your systems power up or down with Multiple time Delay



3200 S Susan Street Phone: (877) PULIZZI (785-4994) Santa Ana, CA 92704-6839 Fax: (605) 334-4999

Power Management

www.Processor.com/PDI3



PDI Branch Circuit Monitoring System (BCMS)

- · Actively manage server loads to the branch circuit level
- Reports, records, alarms current and voltage readings
- User programmable for your individual set points
- · Factory installed or field installed
- · Local monitoring of all set points optional



4200 Oakley's Court Richmond, VA 23223 Toll Free: (800) 225-4838 Phone: (804) 737-9880

Power Management

www.Processor.com/BTECH



BTECH's S5 Series Battery Monitoring & Validation System has been designed specifically for your UPS battery cabinet. Our patented and proven impedance measurement technology finds bad batteries well before they pose a risk to your critical systems. Plus, with battery sensing harnesses predesigned & tested for your specific cabinet, installation time is cut in half while increasing system reliability.



Rockaway, NJ 07950 Phone: (973) 983-1120 Fax: (973) 983-1125

Power Protection

www.Processor.com/TrippLite



Model: ISOBAR12ULTRA

\$149.00_{MSRP}

Premium protection against surges, spikes and line noise

- 12 outlets
- All-metal housing
- 1280 joule rating
- Isolated filter banks remove EMI/RFI line interference
- Diagnostic LEDs
- \$25,000 Ultimate Lifetime Insurance



1111 W. 35th Street Chicago, IL 60609 Phone: (773) 869-1234 Fax: (773) 869-1329

Power Protection

www.Processor.com/Pulizzi5



TPC 2104 Series

- 0U or 1U mounted
- 110-125V or 200-240V 20A input 16A output
- (16) IEC60320 C13 outlets
- IEC60320 C20 power inlet
- EMI/RFI filtering, surge suppression
- Over-current protection



3200 S Susan Street Santa Ana, CA 92704-6839 Phone: (877) PULIZZI (785-4994) Fax: (605) 334-4999

Power Protection

www.Processor.com/BayTech2



8 RECEPTACLE POWER CONTROL / MONITORING WITH TRANSFER SWITCH

- Current, Voltage, Power, and Temp Monitoring
- Automatic Transfer Switch
- RS232 or Network Interface 120/208VAC 10, 20, 30A Models
- Turn On, Off, or Reboot any or All Receptacles



5239 Avenue A Long Beach, MS 39560 Phone: (800) 523-2702 Fax: (228) 563-7335



Power Protection

www.Processor.com/ServerTechnology4



- Provide redundant power to single-power supply servers
- · Auto-switches to a secondary power source if the primary becomes unavailable
- Universal voltage: 120V or 208-240V
- · Primary select switch to designate the primary & secondary power feeds
- · LED lights indicate which power source is in use



1040 Sandhill Road Reno, NV 89511 Phone: (775) 284-2000 Fax: (775) 284-2065

Power Protection

www.Processor.com/Pulizzi7



T 2235 Series

- 0U or 1U mounted
- · Dual input, auto-switching between sources (primary and secondary)
- Transfer time of 30 ms max
- Brown-out monitoring and "Out of Phase" transfer capability
- IEC and North American versions available



3200 S Susan Street Phone: (877) PULIZZI (785-4994) Santa Ana, CA 92704-6839 Fax: (605) 334-4999

Power Protection

www.Processor.com/PDI2



QwikSwitch - Rack / Wall Mounted Static Switch

- Single phase static switch from 25-300 amps
- Coordinated break before-make operation
- 6 ms sense and transfer keeps server loads intact
- Solid state logic and switching components
- Rack or enclosure mounted
- Optional manual bypass for upstream maintenance



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Power Protection

www.Processor.com/TrippLite2





Provide mission-critical equipment with the highest level of power protection available.

Model: SU30K3/3

- On-line, double-conversion operation with pure sine wave output and zero transfer time to battery
- 3-phase hardwire input and output (120/208VAC)
- 20kVA and 30kVA capacities; 3 communication ports, SNMP card slot and EPO jack



1111 W. 35th Street Chicago, IL 60609 Phone: (773) 869-1234 Fax: (773) 869-1329

Power Protection

www.Processor.com/Maruson4



N+X Parallel Redundant UPS

For Data Centers, Enterprise IT Equip., and Server Rooms

- Hot swappable modular design, from 4KVA 24 KVA
- Scalable online 3 or single phase input & single output
- DSP technology
- Multiple communication ports for more flexibility
- SNMP slot ready for web-based remote management



1043 Segovia Circle Placentia, CA 92870 Phone: (714) 630-0228 Fax: (714) 630-0273

Power Protection

www.Processor.com/Maruson2



2U Rack/Tower 1500VA - 3000VA

For Telecommunication, Networking and Advanced Servers

- · Line Interactive design, True Sine-Wave output
- 6 Battery Backup outlets and 2 Surge protection outlets
- USB or RS232 communication port
- EPO (Emergency Power Off) port
- SNMP slot ready for web-based remote management



1043 Segovia Circle Placentia, CA 92870 Phone: (714) 630-0228 Fax: (714) 630-0273

Power Protection

www.Processor.com/APC2



APC's new Smart-UPS SC line provides users with "best price" protection & management for entry-level servers, voice & data networks. The Smart-UPS line of uninterruptible power supplies includes 1U & 2U rack-mountable models as well as dedicated tower models ranging in capacity from 250VA to 1500VA. Comes with a two-year warranty and lifetime \$150,000 equipment protection policy.



132 Fairgrounds Road West Kingston, RI 02892 Phone: (888) 289-2722 x 6762 Fax: (401) 788-2797

Power Protection

www.Processor.com/MGEups



- Double-conversion UPS for Servers, VoIP, SANs
- 2U rack or tower installation • Digital Quality Power maximizes performance for high-
- density apps Power Management software suite included
- Automatic bypass adds redundancy; simplifies maintenance
- Hot-swap internal batteries and extended battery or fuel cell options for multihour backup times



1660 Scenic Avenue Costa Mesa, CA 92626 Phone: (800) 523-0142 x3500 Fax: (714) 434-0865

Power Protection

www.Processor.com/Liebert

Liebert[®]

A complete protection system for IP Telephony equipment, including:

- Integrated online doube-conversion UPS for mission-critical power protection
- External UPS bypass for power path redundancy
- Remote monitoring and management
- · Lockable enclosure for physical security



1050 Dearborn Drive Columbus, OH 43229 Phone: (800) 877-9222 Fax: (614) 841-6022

Power Protection

www.Processor.com/Liebert2



Ideal for server rooms and mid-sized data centers, the Liebert NX Data Center **UPS** incorporates a number of exceptional features:

- Handling 100% nonlinear loads with 3:1 crest factor, as well as 100% unbalanced loading
- An advanced IGBT-Based power factor corrected rectifier

· Advanced inverter control

technology Fully digital control technology



Racks & Cabinets

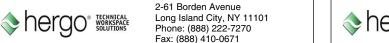
www.Processor.com/Hergo2



19" Enclosure Cabinet

- 42 U x 36" Deep
- 4 Mounting Rails
- Front and Rear Lockable Doors, choice of Solid, Tempered Glass or Perforated
- 2 Removable and Lockable Side Panels
- 4 Dual Wheels

On Sale and ready to go!



Racks & Cabinets

www.Processor.com/Hergo3



4 Post 19" Relay Rack User adjustable design accomodates equipment from 24" to 36.5" Deep.

> \$ SALE \$ Hergo iRack 42U - From \$245 26U - From \$235 12U - From \$225

- 4 Heavy-Duty Steel
- Uprights 4 Gliders
- Ships Knock-Down
- Easy to Assemble



2-61 Borden Avenue Long Island City, NY 11101 Phone: (888) 222-7270 Fax: (888) 410-0671



Phone: (800) 877-9222 Fax: (614) 841-6022

Racks & Cabinets

www.Processor.com/Winsted

Pro Series II Vertical Racks



- Fully adjustable rack rails
- Heavy-duty welded frames
- Independent lift-off side
- panels w/optional lock Open top & bottom w/19inch EIA mounting
- Custom vented side panels
- NEMA conduit knock-out
- stop and bottom Tapped rack rails—front
- and rear
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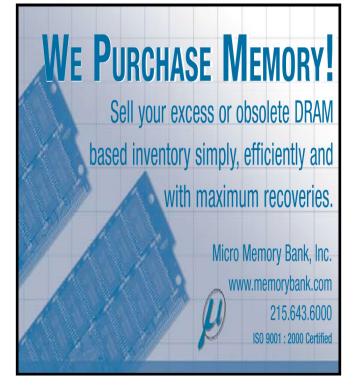
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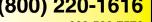
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